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BUSINESS REVIEW NUMBER

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, JANUARY 2, 1914. No. 1



CAN BE SHIPPED ALL THROUGH THE WINTER MONTHS



Persistent, forceful, attractive, advertising led the people of Canada to try COWAN'S PERFECTION COCOA. Its perfect purity and delicious flavor has made them all regular users.

The result is that Cowan's Perfection Cocoa is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

The Cowan Co.

Limited

Toronto, Ontario

1914



The year's page turns—**1914** appears with the old standard Gelatine—**COX'S** more prominent and popular than ever.

The passing of 1913 adds still another year to the many in which Cox's Instant Powdered Gelatine has served the demand of the masses in both the old and new worlds. It has held the pinnacle position for high quality and purity for almost a century.

Cox's Gelatine makes a most delicious dessert for any occasion and gives the most perfect satisfaction of any Jelly powder on the market to-day.

Dealers who not already have, should get this quality line in their displays and on their shelves. It satisfies the most fastidious, pulls trade and builds up the profit column.

Three more **Perrin** profit makers



Billiken, whose perpetual smile is a reminder of how good he is.



Shortcake, a rich semi shortbread, that will satisfy the most exacting.

Chocolate Savoys, a chocolate flavored biscuit with a delicious chocolate cream filling.



Order a supply now.

D. S. Perrin & Company
Limited

London, Canada

EVERY grocer owes it to himself to sell the "Leaders of quality" milk products —**Borden's.** They not only make for his success but they ensure for his customers the purest and best in milk products. Borden's get and hold trade.



Borden's Milk Co., Limited

"LEADERS OF QUALITY"
MONTREAL

Branch Office Arcade Building, - - Vancouver

THE NAME "FAIRBANK" MEANS SOAP SURETY



FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.
FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.
FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

Wholesale Grocers to the Land of Wheat

Royal Shield Specialties

Our trade in wholesale groceries has grown throughout the entire West to enormous proportions and it's still growing because of the unequalled service we give our patrons.

With our six warehouses so centrally located we can give a service that is not equalled anywhere. Royal Shield specialties have a reputation that we are justly proud of. **We carry everything in groceries. Our values are the best.**

Campbell, Bros. & Wilson, Ltd. WINNIPEG (Established 1882)
Campbell, Wilson & Adams, Ltd. SASKATOON
Campbell, Wilson & Horn, Ltd. CALGARY, EDMONTON, LETHBRIDGE
Campbell, Wilson & Strathdee, Ltd. REGINA

Wholesale Grocers and Importers

Packers of

Royal Shield Brand of Goods





Do your customers sometimes complain that the coffee "wasn't quite the same last time" that it "didn't seem quite so fresh as usual?"

You can prevent these complaints once for all by keeping only Coffees that never vary.

CHASE & SANBORN'S Coffees

Begin the New Year Right

Mr. Grocer

by looking over your stock of CLARK'S PORK and BEANS and replenishing the shortages

A FULL LINE of Clark's Pork and Beans is a sure business getter for you. They are absolutely the best in QUALITY, their reputation is world wide, and is backed by an extensive and thorough advertising campaign.



DISPLAY CLARK'S

Then Watch Your Sales



W. CLARK, LIMITED, MONTREAL

Our Seal TUCKETT'S SMOKING Tobacco



If fond of a good pipe yourself smoke "OUR SEAL" Tobacco

This is the supreme result of six years experimenting in the blending of tobacco leaves to produce an article that is both mild and satisfying—a rich mellow tobacco with a pleasing delicate flavor and fragrance, made from the properly grown and ripened leaves of the finest Virginia plants.

Try it yourself and stock it for your best trade. Smokers all appreciate "Our Seal."

Get it from your wholesaler.

TUCKETT LIMITED, Hamilton Ontario

WARNING!

CRESCENT BM&Co BRAND
TRADE MARK

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL



EVERY POUND OF ANCHOR BRAND FLOUR

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba



Simcoe Brand
BAKED BEANS

The
Cheapest and Best
Food Value
on the market.

Consumption of Simcoe Baked Beans is increasing tremendously—are you getting your share of this Business?

Dominion Canners, Limited
HAMILTON





Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space

Every dealer knows the value of good display of goods. He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a **"WALKER BIN" SYSTEM?** It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

WALKER PATENTED —BINS—

Walker Bin & Store Fixture Co.
LIMITED
BERLIN ONTARIO

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 696, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: E. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED —BINS—

Sterling BRAND



"Sweet Midgets"
Little but great sellers

It Beats all how Good "Sterling Brand" Pickles really are.

It is a "goodness" that means more sales for you.

"Sterling Brand" pickles sell—they work for you. They are so good that they bring the customer back for more.

There are more sales for Sterling Brand products in your store and there is more profit for you in selling Sterling Brand products.

Get "Sterling Brand" out on the counter and watch your sales increase.

Display "Sweet Midgets" to-day.

The T. A. Lytle Co., Limited

"CANADA'S LARGEST PICKLE INDUSTRY"

Sterling Road, Toronto

Fresh British Columbia



H. Bell-Irving & Co., Limited (Agents) Vancouver, B.C.

SALMON

Selected Fish

Early Run

The Opening of 1914

should mean

The Opening of Your Fish Department

We are eminently equipped to supply the largest number in shortest time and would urge you to place a trial order with your wholesaler for

Ocean Brand

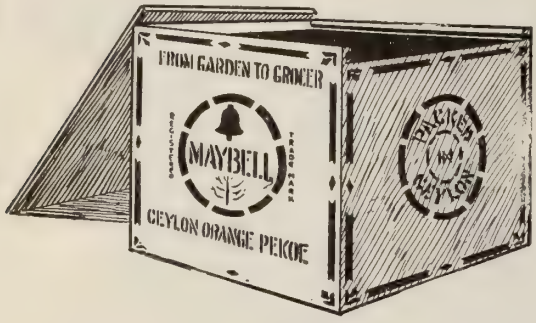
Haddies **Kippers** **Bloaters** **Fillets**

We can mail you a handsome little book on Fish and How Handled. What is your address?

The N.A. Products are O.K. Products

North Atlantic Fisheries, Ltd., - Montreal

Make "Maybell" Your 1914 Leader



"MAYBELL"

ORANGE PEKOE

Ceylon Tea

Help us double the sale of "Maybell" Tea during 1914—You're the winner by so doing

The Bonus Proposition

Sell more tea by selling "Maybell"—the quality bulk tea. Beginning with January first we open our big competition for the introduction of "Maybell" tea into every household in Canada. **It closes December 31st, 1914.**

The following bonuses will be given the dealers to whom we sell and deliver the largest quanities of "Maybell" tea during the year 1914.

1st Prize - - -	10 half-chests
2nd Prize - - -	6 half-chests
3rd Prize - - -	4 half-chests
4th Prize - -	3 half-chests
5th Prize - - -	2 half-chests

Freight prepaid on Bonus Goods.

In 1910 we doubled the demand for "Maybell" tea by introducing it through a similar competition to the one we are here setting forth. Hundreds of grocers in all parts of Canada entered the competition wholeheartedly and though only four could win the bonuses every one of the competitors were satisfied with the result of their efforts in introducing this famous Ceylon tea. They increased their tea profit and built a trade in tea which never leaves them, but grows every year. "Maybell" tea is a profitable line to handle—it is a sure foundation for a tea department.

Write to-day for your first half chest of Maybell to be delivered in January — Start now.

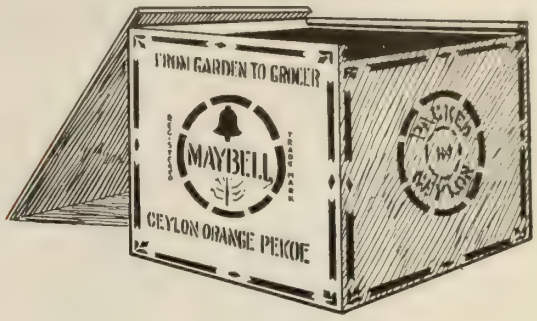
Canada Brokerage Co., Ltd. 9 FRONT STREET E. Toronto

A Few GOOD Reasons Why

"MAYBELL"

ORANGE PEKOE

Ceylon Tea



proposition for 1914 is a profitable one for you to take up—Look into it now

Our bonus proposition has always been a winner for the merchant—one which no live grocer in the country can afford to miss.

There is no possible chance to lose, the gain is for everybody, for the profit on "Maybell" Tea is tremendously better than on "Packet" teas—the quality you give your patrons far excels and the price is moderate.

These are good reasons why you cannot afford to miss this opportunity. You should start now by writing for a trial shipment of a half chest to start the new Year with. "Maybell" Tea will bring the quality tea trade to your store and hold them.

Note the price quotations for the different provinces. Write to-day.

"MAYBELL" TEA

is packed in 50 lb. Half Chests

To-day's Prices

Ontario price 22c lb. f.o.b. Toronto.

Quebec price 22½c lb., f.o.b. Montreal.

Import order of 25 half-chest lots delivered to any point in Ontario and Quebec.

British Columbia and Alberta price 22½c lb., f.o.b. Vancouver.

Manitoba and Saskatchewan price, 24½c lb., f.o.b. Winnipeg.

Nova Scotia price 22c lb., f.o.b. Halifax.

New Brunswick price 22c per lb., f.o.b. St. John.

Terms—Net 30 days.

Canada Brokerage Co., Ltd. 9 FRONT STREET E. Toronto

Tartan BRAND

THE SIGN OF PURITY

MAY your joys not end with Christmas day, but may they be reflected ten-fold throughout 1914. We wish you all the best of luck, health and prosperity throughout the New Year.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers Hamilton

OLD CALABAR

DOG AND PUPPY BISCUITS

Agent—KENNETH H. MUNRO, Montreal

"ZIP" —the hands are clean



It takes but a moment to clean the hands with ZIP. Thoroughly removes grease, ink, dirt, etc., without the slightest injury to the skin.

It will pay you to get "Zip" into your sales, for it's just "Zip" and your profits go up.

Ask us about our premium plan.

It increases sales all along.

The Zip Mfg. Company, - Sutton, P. Q.

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.



SYMINGTON'S SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

Easy to prepare—put the contents of packet into water—stir—boil—serve.

Canadian Agents:—

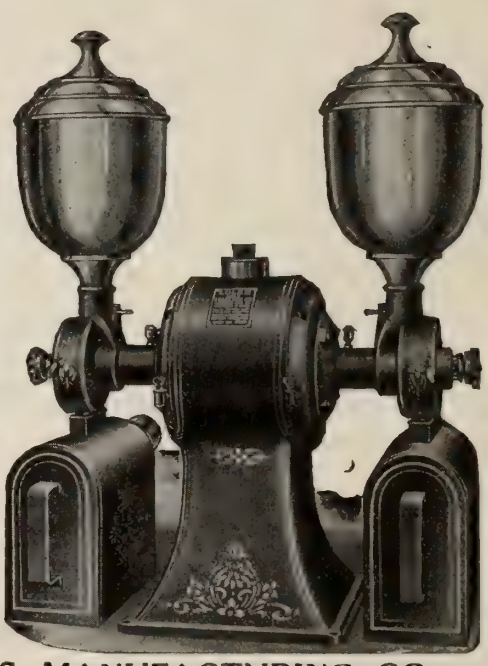
Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO

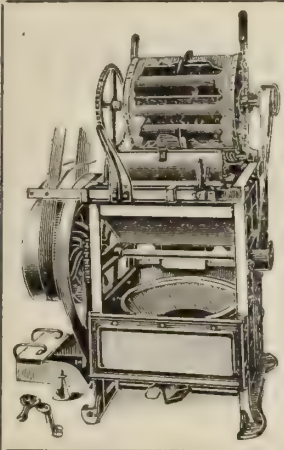
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence

Extra Standard Granulated

The sugar that is 100% pure cane. Have you tried our dollar bags?



Complete Equipment for Modern Grocery and Allied Trades

As Installed in most of the Leading Houses in the United Kingdom

COFFEE ROASTERS (8 Types, 50 Sizes, 2oz. to 1000 lbs. Capacity).
MODERN TEA SIFTING, CUTTING and BLENDING MACHINES.
COMPLETE RANGE OF HIGH CLASS GRINDING MILLS.
THE IMPROVED CURRANT AND SULTANA CLEANER, ILLUSTRATED, GREATLY ENHANCES THE APPEARANCE AND VALUE OF THE FRUIT.

New 1914 Catalogue of all Specialities Free on Request. Mention C. G. Dept.

GROCERS' ENGINEERING & WHITMEE LIMITED

COLE STREET SWAN STREET LONDON, S. E.

There's scarcely an Up-to-date Grocer in England

who doesn't make an important line of Brown & Polson's Corn Starch. English grocers know how good it is, how rapidly it sells, and how well it pays them, so they keep it to the fore, and recommend it whenever they can. It will pay *you* to stock and display



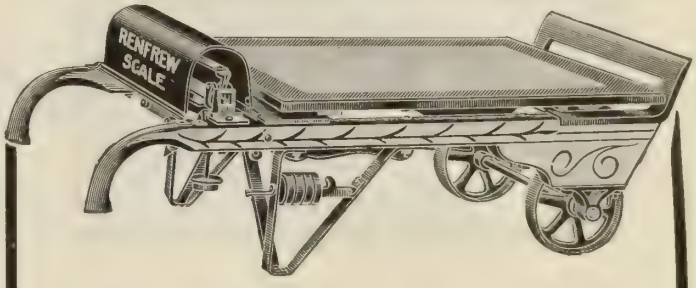
Brown & Polson's Corn Starch

for it is in good demand all over Canada, and the demand is rapidly increasing.

Canadian Agents:
HAMBLIN & BRERETON, LTD.,
149 Notre Dame Avenue, E. WINNIPEG.
510 Ninth Avenue West, CALGARY.
842 Cambie Street, VANCOUVER.

Proprietors:
BROWN & POLSON,
Paisley and London, England.

S.H.B.



So Very Handy

Here is a scale you can wheel around and weigh goods anywhere you please. Weights accurately, even if floor or ground is uneven.

The Renfrew Truck Scale

also practically mounts its own load up to say 600 lbs. If you want to weigh a heavy box, for instance, you shove the nose of the truck under the box, give the handles a press, and up comes the load. Weighs anything from 1 lb. to 2,000 lbs. Strong and substantial, yet not heavy nor cumbersome like a platform scale. Write for descriptive booklet and price.

The Renfrew Machinery Co.
LIMITED
RENFREW, ONTARIO

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS



With such stock on hand you invite a trade that will advertise you and make you successful. Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA



'most every family

eats some kind of jams or preserved fruits. Are you stocking the brand that will draw their trade to your store?

The exceptional quality and absolute purity of

TRADE MARK E D S

Jams and Jellies

will create a steady demand and will bring the family trade to your store.

Insist on getting E. D. S. Brand in your next order. They give the best satisfaction.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J GIBBS, Hamilton.



Swiss Milk

From Ireland

Swiss Dairy Brand

Sweetened Condensed Milk at $3.85 per case of 4 dozen one pound tins, delivered any point east of Fort William, quality guaranteed.

Kirkwood & Sons

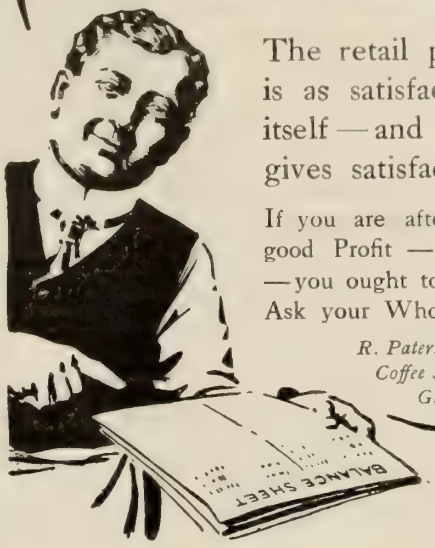
Distributors for all of Canada

176 Dupont St., Toronto, Canada

Profits!

'CAMP'

COFFEE



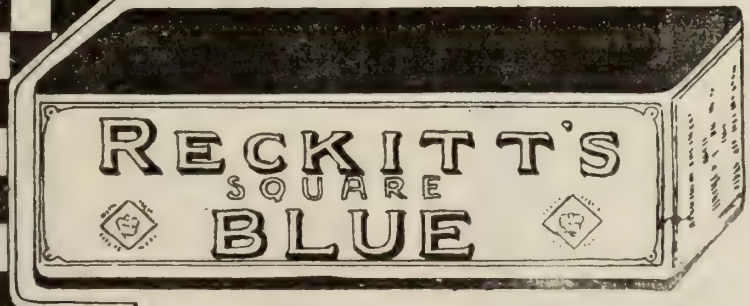
The retail profit on 'Camp' is as satisfactory as 'Camp' itself—and 'Camp *always* gives satisfaction.

If you are after good Coffee—good Profit — good Customers—you ought to be after 'Camp' Ask your Wholesaler.

R. Paterson & Sons,
Coffee Specialists,
Glasgow

There is a Scientific Reason

why the use of Blue makes linen white and why **Reckitt's Blue** is so good, but your customers are only interested in the results, and when they see the dainty whiteness produced by Reckitt's Blue they say to themselves—**"My store supplies the Best!"**



Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Headquarters for White Beans and Evaporated Apples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

Established 1859.
GEO. STANWAY & COMPANY
Toronto
Ontario representatives for
D. S. PARTHENOPULO
Patras, Currants
Importers of Texan Rices, White Beans, Lentils, Imported Canned Goods, etc.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

HENRI de LEEUW
Merchandise Broker,
28 Front Street East, Toronto.
I solicit agencies for the following lines: Peas, Beans, Canned Goods, Apples, Corn, Oats, etc. First-class references given all over the world.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg, Man.

We advertise the many uses of MAPLEINE



telling how deliciously it flavors cakes, frostings, ice cream, desserts and Sugar Syrup.

Order from your jobber, or

The Crescent Mfg. Co.
SEATTLE, - WASH.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

Importers and Agents Wanted in Canada for
FINCH'S PATENT FLY CATCHERS,
OLD COUNTRY TOFFEES, ETC
APPLY
EDWARD KIDD & CO.
1090 Hamilton Street, Vancouver, B.C

WORLD RENOWNED



BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
FILETS D'ANCHOIS
(naturels),
ANCHOVY PASTE.
"Please ask for our offer."
C. F. STUHR & CO., HAMBURG.



OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NEWFOUNDLAND.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

HARRY C. DRURY,
Apiarist's Broker.
Absolutely Pure Honey in every size package and Honey in the Comb. Very fancy stock, in 1½ doz. boxes with glass front. Write or telephone 2949.
HARRY C. DRURY, 301 and 303 York St., Hamilton.

13 Grocers
Were recently Brought to Court and fined



for innocently selling so called "Pure Maple" products. If they had insisted on a written **guarantee** of purity from the jobber who supplied them, this would never have happened. It would have been up to the jobber.

The best Protection is

"Pride of Canada"

MAPLE SYRUP Which is Absolutely Pure

No pure food law compelled its purity, because it never was and never will be adulterated.

Join us in our campaign for Pure Syrups. Write us about it.



Maple Tree Producers'
Association Limited, MONTREAL

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

The Connaught

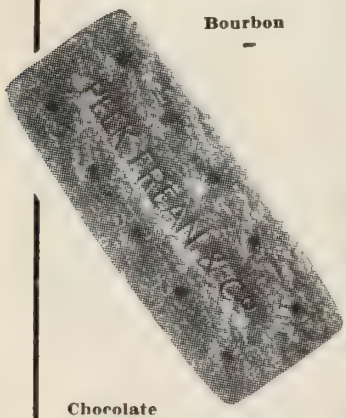


A Princely Biscuit



Pat-a-Cake

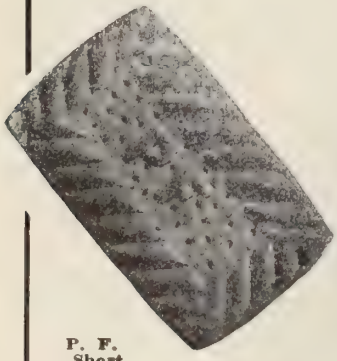
Bourbon



Chocolate Sandwich



Ye Billiken



P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

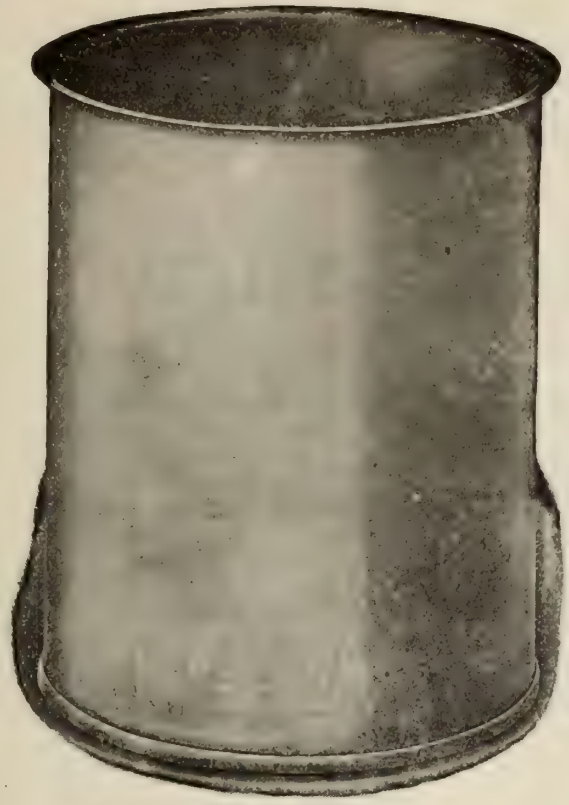
P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal to-day to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five mighty good reasons why you should sell "Club House" OLIVES



1. We use only the finest flavored olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.
5. "Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co., Ltd.
London. - Ontario
Western Selling Agents
MASON & HICKEY. WINNIPEG

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

JAPAN TEAS

Furuya & Nishimura



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen —Salt—and Smoked.

Quality and Service Unsurpassed

EUREKA



Patented Dry, Cold Air System

has been used exclusively by the Eureka Refrigerator Company with the best of success for the past 28 years, and the thousands of Eureka Refrigerators in use giving complete satisfaction is the best evidence that they are without an equal to-day. It will pay every Butcher and Grocer to have one of them in his store.

Eureka Refrigerator Co., Ltd.

54 Noble Street, Toronto

Montreal Representative:

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg.

It pays to sell



The Great Body-Builder



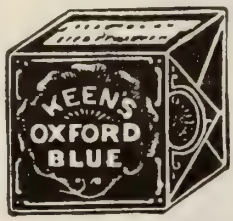
Quote the prices of the different sizes to your customers and show them the saving there is in buying the 8 oz. and 16 oz. bottles.

Push the larger bottles

It is no more trouble or expense to handle the larger sizes, but your profit on an individual sale is much better.

BOVRIL LIMITED

27 St. Peter Street **MONTREAL**



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE

The New Bride will appreciate your thoughtfulness in sending her Keen's Oxford Blue. It is the favorite of the modern housewife who takes a womanly pride in her lily white washing.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal **30 Church Street, Toronto**

Agents for the Dominion of Canada



Successful Sales

are those which are backed up with the right goods.

Crown Brand Corn Syrup

once sold to a Customer means **repeat orders.** You can particularly recommend CROWN BRAND to those of your customers who have growing boys and girls.
Have you enough "CROWN BRAND" on your shelves?

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Cardinal and Brantford

Montreal, Toronto, Calgary, Vancouver

CANADIAN GROCER

VOL. XXVIII JANUARY 2, 1914 No. 1

Business in Nineteen Thirteen Generally Good

So Indicate Experiences of Manufacturers of Foodstuffs and Allied Lines as Shown Below—While Depression of Past Year Was Visible Yet Outcome Was Much Better Than Anticipated—Collections on the Whole Not at all Bad.

NINETEEN hundred and thirteen belongs to the past with its ledger open for review. Looking backward over its pages what do we find? Have the fates been kind or otherwise? And what have they in store for the future?

At first glimpse one will probably say the year that has just drawn to a close has not been in keeping with those that have gone before. He is probably justified to a certain extent, for during 1913, talk of poor business and a serious financial stringency has been more or less rampant. This has undoubtedly been true in so far as many lines of endeavor are concerned, with real estate as the outstanding feature. Beyond any contradiction, the real estate slump of the past year has been real, due principally, realty men inform us, to the exploitations of so many so-called "outside subdivisions."

But what of the grocery and allied trades? Did folks give their digestive organs a rest until the few clouds that obscured the horizon blew over? Or have they kept at it despite the talk of hard times?

Grocery Trade Generally Sanguine.

Answers to all these questions appear appended in the letters from and interviews with Canadian manufacturers and wholesalers of foodstuff and allied lines. They generally indicate a year of prosperity, if not one showing the accustomed large increases in business which have favored the trade of the previous five or six years. Specific instances are given where business has been well ahead of 1912. This is an exceedingly encouraging sign. In other instances it is shown to be just a little better, and in a few a shade backward.

Canadian Grocer has received this information first hand from many manufacturers and wholesalers. We take it that it is indicative of the general situation in the grocery and allied trades.

Few See Breakers Ahead.

All through 1913, apprehension as to collections was expressed. News came one week that collections in Western Canada were not up to the mark, the next that in Ontario they were somewhat behind and the third that in the East there was a falling off. While collections in some cases have not been up to the mark, the letters printed herewith indicate generally a satisfactory situation. One Western Canada wholesaler even goes so far as to say that collections with his firm were never better and points as the reason to the phenomenal crops with which that section of the country was blessed. In looking forward to 1914, while some predict a quiet business during the few opening months, others see nothing but steady improvement throughout the coming twelvemonth.

The general tone of practically all the letters and interviews, taken as a whole, is an exceedingly optimistic one. The pessimist is a rarity, and it is to be hoped that the few who seem to see a few breakers ahead, will prove to be "false prophets."



The Answer to the Pessimist.

Some of the letters and interviews above referred to follow:—

1913 BETTER THAN 1912

"The volume of business for 1913 will exceed that of 1912.

"We have no complaint whatever to make re collections which are equally as good, if not better than in 1912, and with the exception of one or two points, we are looking forward to increased business during the coming year.—Gorman Eckert & Co., Limited, London, Ont. Per R. G. Bowie, Sec'y-Treas.

* * *

VIEWS OF GROCERY BROKERS.

"The volume of our business," says a Montreal grocery broker, "for 1913 compared very favorably with that of 1912. It is not quite as large in some sections, but in some lines was better than others. We have nothing

to complain of in collections. We see no reason why our business should not be as good during 1914 as it has been during 1913. In fact, in view of the fact that we only handle the finest and best goods, therefore, the cheapest to every consumer we think it ought to be better, but we are not gambling on it."

* * *

Another Montreal grocery broker has this to say:— "The first half of 1913 was considerably better than the same period of 1912 as far as our sales were concerned, but the second half of the year, there was a moderate falling off in sales. The final result will be that 1913 will show an increase of about 5 per cent. over 1912.

"Collections are not as good this year as in 1912, but on the whole our customers have responded about as well as we could expect considering the great money stringency.

"We are inclined to think the outlook for 1914 is good, many of our customers are buying from hand to mouth, showing that they have not stocked up, and from the continued enquiries about winter freight rates, we conclude that many have failed to buy enough for their winter requirements and will therefore have to be importing again before long."

* * *

COLLECTIONS COMPARE FAVORABLY.

"Our volume of business for 1913 was larger, and our collections we can safely say compare favorably, and perhaps a little better. 1914 is looking into the future, which is a thing I do not care to do, but hope, however, that it will be just as good as 1913.—White & Co., Ltd. Toronto. Jas. Langskill, President."

* * *

INCREASE OF TEN PER CENT.

"The volume of business for 1913 has increased over 1912 fully 10 per cent. Our collections are quite as good as they were a year ago, and in our territory the outlook for 1914 looks very favorable, as in the line of goods we handle prices are reasonable. So long as prices keep on a reasonable basis we are looking for a continued good trade.—Hugh Walker & Son, Guelph, Ont."



Let Bygones Be Bygones

In this drawing Cartoonist Lansbury reveals the strength of the present holiday spirit. The Bear and the Bull make merry together—old enemies in business become friends once more.

* * *

DECREASE BUT COLLECTIONS GOOD.

One manufacturer who sells only to wholesale trade writes:—

"Our business for 1913 will show a decrease as compared with that for 1912.

EXPECTS SHORT QUIET TIME.

A provision manufacturer writes: "Our business for the last year has been very satisfactory, and we have had a considerable increase over the previous years. Collections also have been very favorable, but I am afraid the first few months of 1914 will not come up with those of last year, if we take into consideration the present shape of things."

We have had no difficulty in collections. We are only selling the wholesale trade, who have been as prompt as in the past.

"In view of the fact that we found our business during the past three months to be larger than we expected, we can only infer that 1914 will be no disappointment to us. We hardly expect that the early months of 1914 will be as good as a year ago."

* * *

GOOD VOLUME OF FORWARD BUSINESS.

"We are glad to inform you that our volume of business for 1913 shows a material increase over the business for 1912.

"Collections, as compared with a year ago, are quite equal and in some respects better. The outlook for 1914 we consider quite satisfactory. Our volume of forward business shows an increase over 1913, and although there is a certain amount of pessimism at the present moment, we anticipate further increase in 1914.—W. G. Patrick & Co., Limited, Toronto."

* * *

BELIEVES IN CANADA'S FUTURE.

"Domestic sales for 1913, have all things considered, shown a satisfactory increase, while our export trade has more than doubled.

"On the whole we would say that collections this year are better than last, although in the past few months especially we have had to extend credit to customers that heretofore have always taken advantage of their cash discounts. We really have nothing to complain of in this respect, excepting that there has been a general tightening up.

(Continued on page 32.)

COLLECTIONS BEST IN YEARS.

"The volume of sales has been quite equal to the preceding year in reality and has increased in volume over 1912. We have not, however, had the usual increases that has marked our business for the several preceding years. Collections have been best in years, largely due to the early movement of crop, the excellent climatic conditions coupled with a more vigorous collecting policy.

"We are looking forward for quiet business for the opening of the year, but see no valid reason why we should not anticipate a steady satisfactory business for the coming year.

CAMPBELL BROS. & WILSON, LTD.,
R. R. WILSON,
Vice-President.

Using Parcel Post to Get More Rural Business

Where There Are No Rural Phones the Ready-Made Post Card Presents Itself—Suggestions on Obtaining Mailing List of All Country People Supplied by Rural Free Delivery—Get in Ahead of Mail Order Houses.

WHETHER or not a country community has rural telephones, if the government is giving it a rural free mail delivery, the nearby village, town and city dealer will have a splendid opportunity of obtaining good business under the new Parcel Post service we are promised this or next month. The rural phone, of course, makes it convenient to call up one's customers and probables and suggest that certain articles be sent out by Parcel Post. This phase of the question was gone into fully two weeks ago in the first of a new series on this question.

But what about country districts where there are no rural phones? Also what about customers on rural phone lines who have no phones installed? How are they to be reached in order that they may secure some advantage of the new system and that mail order houses will be beaten to the business?

The Ready-Made Post Card.

The obvious answer is—use the return, addressed post-card. It will cost but little to have a few hundred of these printed and tried out. They should be ready for distribution at least the moment the Parcel Post system is ready to open up its wings over us. That means almost any time now—probably within two, three or four weeks.

A sample card is herewith suggested. It points out to customers living in the country that they have an opportunity to take advantage of a new system under the auspices of the Post Office department at Ottawa. It gives them information in brief about the terms of the new plan. It contains a ready-made letter to yourself with blanks left for listing the goods required. In short, it permits the customer to send in an order with the least possible work and loss of time on his or her part. A post-card such as this, should be "ready-made." The less the customer has to do, the more readily will he do it.

The Preparation Work.

A course somewhat similar to that mentioned in the first article of the series might be followed up to a certain point:—

(1)—Get from post office list of all rural free mail delivery routes in the district.

(2)—Secure from post office or from the men who have the contracts for delivering mails into the country, a list of all farmers and others on these routes. (Another method would be to get the names from the farmers' mail boxes on the roadside.)

(3)—Divide these names into two lists—customers and non-customers.

(4)—Have post cards printed containing your name and address on one side and instructions, return letter and blanks on other, allowing several cards for each customer and a few for each non-customer.

(5)—As customers come into the store give them their cards explaining their use. Cards of others should be mailed with an explanatory letter.

(6)—Tabulate results, checking off list, names of those who have responded.

(7)—After lapse of a couple of weeks, those who have not sent in an order should be reminded again of this service and urged by a judicious letter to at least give it a trial. Follow up non-respondents until you are assured you are securing all the business possible to obtain in this way.

If You Don't Someone Else Will.

Every dealer, in discussing in his mind, whether he should attempt this idea or not should remember that the mail order houses will work it for all they are worth. They no doubt have already their plans well laid, ready to jump into the game as soon as the Postmaster-General blows the whistle. It will not do for the retail merchants of Canada to sit passively by and watch these distant houses corral more of the trade of the country district. They are getting enough now, Providence knows, and why should they obtain more? Retailers should ever appreciate the fact that only their own aggressiveness is going to stop the tide of money becoming centralized in the big catalogue houses of our metropolitan cities. They have money, and power to sway many of our parliamentary representatives through the big metropolitan daily papers which are often used as their tools. So it is up to the trade to use every available means within its reach to beat them at their own game—to be just a little more aggressive than they.

MAIL THIS CARD FOR RUSH ORDERS

The new Parcel Post Bill passed by Parliament which comes into effect January —, permits us to send you parcels by mail up to 11 pounds in weight. The rural mail delivery man takes them to your gate. Fill in the blanks on this card with the goods you want and mail it to us. You will get the goods next day.

A. H. HARVEY, 75 Centre St., Jonesville.

Dear Sir—Send me the following goods by Parcel Post:

Yours very truly,

MRS. _____.

R. M. R. No. 4.

Above is one suggestion for a return private postal card to be used when we get Parcel Post. On opposite side should be dealer's name and address and place for 1 cent stamp.

[Second of a new series of articles on taking advantage of Parcel Post. First appeared in issue of Dec. 19.]

PRESENT BAG TO MR. TROWERN.

Officers of the Association and members of the office staff of the Toronto branch of the Retail Merchants' Association presented the Secretary, E. M. Trowern, with a handsome leather travelling bag fitted throughout with silver-mounted toilet utensils. The presentation was made by J. C. Van Camp, President of the Toronto branch, and was accompanied with a suitably prepared address, handsomely mounted, setting forth appreciation of the Secretary's services and the esteem in which he is held. Mr. Trowern made a suitable reply.

Chief Counter Given Over to Provisions

Much Importance Given to This Department in the J. Conway Store in West Toronto—Ideas Suggested by Dealer Who Has Been Identified with the Business for 37 Years — Advice on Insisting Upon Prompt Payment of Accounts.



Interior view of store of J. Conway & Co., 1995 Dundas St., West Toronto. Note the main counter on left given over to provisions. Mr. Conway has been connected with the trade for 37 years.

ONE of the main counters of the grocery store of J. Conway & Co., 1995 Dundas St., West Toronto, is devoted exclusively to provisions, so great is the importance attached to handling this line of goods. A look at the photograph herewith reproduced shows this counter on the left with Mr. Conway the proprietor standing behind it.

"Provisions," remarked Mr. Conway to the writer, "should be a leading feature in every well appointed store. We handle large quantities of them and a few minutes ago I placed a $200 order with one firm." In the provision line, bacon, butter, cheese and lard are specialized in. Only high quality goods in each are purchased and sold, for one of the slogans of this store is: "No cheap products for Conways'."

A Veteran Grocer.

This dealer has been connected with the trade for 37 years. In the Old Country where he learned his trade he was identified with it for 28 years and he has been 9 years in Canada. He is truly a veteran. He has too, given much thought to the conducting of a sound business so his observations drawn from the school of experience will be beneficial to others.

"One of my chief endeavors has been," he stated, "to keep the store as uniform as possible without overburdening any part of it with one item. The goods are kept uniform and carefully organized so that customers are attracted thereby. A very important factor in successful merchandising is to have stocks one desires to push well to the front, and to keep the shelving as clean as possible."

Prevent Old Stock Accumulating.

In discussing the necessity of clearing out old stock, Mr. Conway touched upon a very important point. "Have no old stock," he maintains," and then there will be no danger of making a dumphole of the premises."

Every successful dealer he says should keep customers as nearly as possible up to making prompt payments. "A good class of customer generally appreciates regularity in settling accounts and is glad to see the grocer watchful of the balances.

"Scales should be prominent and truly balanced. There should not be too many brands of any one line stocked; some merchants fall into the error of overstocking by purchasing several varieties of an article when a few would have been sufficient. It is always profitable, too, to keep the goods of the best manufacturers well to the front; no cheap stuff should be tolerated there."

Cultivate Prompt Payments.

To beginners, Mr. Conway would strongly offer the advice that the merchant "cultivate in the customer the necessity of prompt payments." He is a believer in advertising. "A good pithy advertisement is always money well spent," is the way he puts it.

To look after his credit customers, this dealer employs an account register. "It is most helpful to me," he states; "it is an accurate bookkeeper and money producer."

The store of the Watrous Trading Co., Watrous, Ont., was recently entered by thieves and robbed of goods valued at $200. Three local young men were charged with the theft, two being arrested, while one made a quick departure.

Government Bans Spring Scales of Certain Types

Order in Council Goes Out From Inland Revenue Department—With Regard to Computing Scales, Both Accuracy of Weighing Machine and of Money Value Will Be Tested.

Ottawa, Jan. 1—(Special).—No more spring scales of the dead load type, and no spring scale of the combined lever and spring scale type save such as are constructed on the correct knife-edge principle and approved by the Inland Revenue Department, will be permitted to be manufactured or imported into Canada, with one or two exceptions.

This is the mandate gone out from the Inland Revenue Department per order in council and forming amendments to the "Act Respecting Weights and Measures" of 1906. These amendments become operative to-day Jan. 1st.

"No such spring scale," reads the order, "shall be sold, offered for sale, taken into use, or kept in stock under the penalties provided for by sections 65, etc." . . "after sixty days from the date hereof, and that all such scales now in use and duly inspected and stamped according to the weights and measures regulations, may continue to be used and periodically inspected and stamped as required by law until found incorrect and incapable of being made correct without the renewal of some fundamental part of their mechanism."

SMALL REDUCTION IN INSPECTION FEE.

The Federal Government must have anticipated the deputation of merchants at coming session. The following section of the Order-in-Council notes a small reduction in the annual inspection fee—but so small it scarcely can be seen:—

"That the Order in Council dated June 5, 1911, amending Order in Council dated April 21, 1908, establishing a rate of two-thirds of the ordinary fees as respects scales inspected oftener than biennially, shall be and the same is hereby repealed, and the following established in lieu thereof:—

"The fee to be charged for the periodical re-inspection of all scales which are inspected oftener than biennially, shall be at the rate of 60 per cent. (i.e., three-fifths) of the regular schedule of fees established by Section 21 of the Weights and Measures Regulations, Order in Council dated December 17, 1898, when the regular fee, or the sum of the fees due at such inspections, amounts to $1 and over.

"When the Inspection of Scales is requested to be periodically made once, or more frequently than once every three months, the fee to be charged for such periodical inspections shall be at the rate of 30% or 3-10 of the regular fee, as established by Order in Council dated December 17, 1898, provided that such fee or the sum of the fees due at such inspections, amounts to $2 or over.

"In those cases where extra fees are collected for scale weights, this 60 and 30 per cent. rate shall apply to the local fee collected, including both scale and weights.

"The full fee provided by Section 21 of the Regulations herein referred to, shall be charged for the original verification of all scales."

Some of the Exceptions.

There are a few exceptions. Dead Load spring scales may be inspected and stamped for the weighing of ICE ONLY when found to comply with the regulations.

Sportsman's spring balances, when of the Pocket Tubular type, and not exceeding 15 pounds capacity, may be sold unstamped.

Photographer's scales, used for solution mixing, when permanently branded "Photographer's Scale," and not exceeding 16 ounces in capacity, may be sold unstamped.

The spring scale known as the Farmer's milk Scale, having two pointers, shall, when approved by the Department of Inland Revenue under Section 15 of the Regulations, continue to be inspected and stamped as provided by Circular G. 1072, amended by G. 1090.

Auxiliary spring scale attachments, used in conjunction with, and over the mechanical ratio of lever scales, for automatically indicating parts of the load weighed, may be permitted when approved by the Department of Inland Revenue under the provisions of Section 15 of the Regulations, and when the weighing to be done is not required to be of the regular trade fineness.

The barrel-shaped Hanging Spring scale, with double rack and pinion, one at each end of the drum, and with thermostat attachment, may continue to be inspected and stamped when otherwise complying with the Weights and Measures Regulations.

Household and Family Scales.

That Section 7, paragraphs 3 and 4, of the Order in Council dated December 17, 1898, and also the Order in Council dated December 6, 1910 (G. 938), be repealed, and the following substituted therefor.

"No weighing machine of any type whatever shall be admitted to verification as 'family' or 'household' scales only. All weighing machines submitted for original verification and stamping hereafter must comply with the regulations provided for Trade Scales of their respective class.

Provided, that manufacturer's and dealer's stock of such scales may be inspected and stamped for a period of sixty days from the date of this order in council.

Weight Graduations.

The weight graduations on beams and dials of all weighing machines shall be equal amongst themselves unless otherwise specially authorized by the Department of Inland Revenue under Section 15 of the Regulations.

Provided, that manufacturer's and dealer's stock of machines having unequal graduations may be inspected and stamped for a period of sixty from the date hereof, and that such machines already stamped may be periodically inspected and stamped when found correct.

Computing Scales.

The order in council dealing with computing scales is of particular interest to retail grocers. It reads:—

"That Section 7, paragraph 6, of the Regulations, Order in Council, Decem-

(Continued on page 44.)

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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PUBLISHED EVERY FRIDAY.

TORONTO, JANUARY 2, 1914

THE PAST AND THE FUTURE.

In this issue Canadian Grocer presents the annual review of business conditions in Canada, as applied particularly to the grocery and allied trades.

The information secured from manufacturers of grocery lines this year is both gratifying and illuminative. It is demonstrated beyond all shadow of a doubt that the past year was not such a bad year after all. Most manufacturers report that on the whole year they had an increase of business — an increase which, in many cases would have been record-breaking but for the cessation of activity during the last few months of the year. Despite all the talk of poor collections, there does not seem to have been an undue amount of difficulty in this respect. Some manufacturers report that they found money harder to get in than is usual, but in no case was the difficulty made to appear grave. As the amount of business done by the manufacturer and jobber is indicative of the business done by the retailer, it is quite reasonable to assume that the retail grocer has had a good year in view of all circumstances. Direct reports secured by Canadian Grocer bear out this statement. Grocery dealers have had a reasonably good year and in the East, at least, the pinch of tight money has not been overly manifest.

With reference to the new year, it seems the universal opinion that an improvement will be shown. Even the most conservative voice this belief. At the same time, too much must not be expected of 1914. There is no real reason to anticipate an immediate brisk resumption of commercial activity. The first few months of the year will undoubtedly be quiet. Some believe that it will take until late summer for a complete recovery to be effected. This is probably right. It will take the cumulative effects of two good harvests to set the wheels of progress humming at the momentum attained before this unfortunate depression set in.

Perhaps the use of the word "unfortunate" is hardly advisable in this connection. The depression has served a good purpose. It has helped to put business on a more sane footing, to eliminate extravagance, and ill-judged speculation, to effectually check wild-catting. It has taught the business men of Canada a needed lesson. It cannot, therefore, be regarded as altogether unfortunate.

PROFITING BY EXPERIENCE.

Now is the time to capitalize the mistakes of the Christmas trade. The holiday season is over and an opportunity should afford itself to everyone to sit down and think over the shortcomings of the past month and the best features.

What goods sold the best; what seemed to stick on the shelf; the arrangements that proved advantageous and the methods that meant loss of business should all come under review.

One of the most important things is to have an exact knowledge of Christmas goods of various kinds that were disposed of. This information gathered systematically, and placed where it can be reached when the autumn comes round again will mean dollars and cents to any dealer.

Those dealers who operate a cost book the year round in which all purchases are entered will have most of this information. If, however, no yearly cost book is used, there will be nothing to depend on but memory when goods are being ordered for next Christmas. Memory is too fickle with the majority of us to rely upon for so long a time.

NEW CARTAGE RATE SCHEDULE.

Increase from 3 to 4 cents per cwt.—Montreal.

Increase from 3 to 3¼ cents per cwt.—Toronto.

Same rate of 3 cents as before.—Bothwell, Brantford, Glencoe, Guelph, Hamilton, Kingston, London, Ottawa, Sarnia, St. Catharines, St. Hyacinthe, St. Thomas, Thamesville, Valleyfield, Walkerville, Windsor.

Minimum in all cases—20 cents.

Additions to list of exceptions to flat tariff: Baskets, empty packages, furniture (except brass and iron bedsteads).

Such, in brief, are the new cartage regulations announced by the railway companies this week, as coming into effect on the first of the year. As stated last week in Canadian Grocer, some addition to cartage rates was expected after railways had agreed to continue present service. Montreal faces heaviest increase, 20 cents per ton, while Toronto pays 5 cents per ton more, and rest of cities where schedule has been in effect, continue under same rates as before. Toronto shippers have not received the increase with resignation, and a committee will be called together to protest against any advance for the Queen City on the ground of size or longer hauling distances, as compared with others in the list that were left unchanged. So far as the amount of the advance is concerned there seems little objection being registered.

PREVENT CO-OPERATIVE LEGISLATION.

It is quite evident that another attempt will be made this coming session at Ottawa to push through a Co-operative Bill designed to extend special privileges to the few. Among the requests made by the Western grain-growers deputation at the Capital recently was one asking for permission to establish and operate co-operative stores in the West without having to go through the formalities of the Joint Stock Companies Act.

If these co-operative associations are in any way different from joint-stock companies and therefore entitled to special consideration, we are from Missouri, and want to be shown. This should be the attitude of every merchant in Western as well as Eastern Canada. Merchants out west organized pretty thoroughly during the past year and are now in position to bring great force to bear on their Federal representatives. But they must act NOW. They should not wait until a Bill has been introduced into parliament. Now is the time to formulate plans and demand of their representatives that no special privileges shall be given. Co-operative stores are being formed today. That is probably all right. They come under the Joint Stock Companies' Act, but they should never be given class legislation—and only the merchants can prevent it.

GENERAL CANNED GOODS ADVANCE.

As far back as November 7, Canadian Grocer forecast an advance in some lines of canned goods in a dispatch from Hamilton, Ont. The following week prices on gallon apples went up and beginning to-day, Jan. 2, there is practically a general advance in all lines of fruit and vegetables. The extent of this in majority of cases is 2½ cents per dozen, in others a little more, while in a few no changes have occurred.

Peas are up 2½ cents on the dozen; corn shows the same advance as well as 2's tomatoes. Three's and gallon tomatoes remain at the reduction announced some time ago. Beans and almost all other vegetables share in the general rise as well as fruits .

While this advance is not of very large proportions, yet it indicates the general trend of the market as seen from the standpoint of the canners. It is no doubt true that the low prices prevailing as compared with last year have meant increases in consumption. On another page of this issue will be seen the entire revised list.

OFFICIAL FIGURES AND COST OF EGGS.

Government returns covering the production and consumption of eggs in Canada during the past decade should cause some restraint to the unintelligent diatribes of those who call wildly for the extinction of the "middleman" as the Mephistophelian cause for all and sundry advances that have taken place in eggs and every other foodstuff in the past generation. In his crusade for an era of "direct-from-producer-to-consumer," he shows an amusing rather than annoying disregard for all natural laws of trade and commerce, before which producer, wholesaler, retailer and consumer are almost equally powerless.

While official figures show that the production of eggs in Canada in the 20 years between 1891 and 1911 slightly doubled and in this somewhat exceeded the growth in population, the actual consumption in that period advanced from 11.8 dozen per head, to 17.39 or over 50 per cent. In that period Canada's imports of eggs increased from 602,000 to 2,378,600 dozen, and in 1912 the imports reached 13, 294,000 dozen. The selling price of eggs has not been the result of a heartless manipulation: it has been forced to its present altitude partly by the increase in cost of farming that has been applied to butter, hogs, cattle, lambs, and practically all other products; and partly by the rapidly increasing consumption in Canada which surpassed the production beyond all bounds, and this year, owing to the high prices of fresh meats, attained abnormal figures.

Remedies for such high prices, which wholesalers and retailers alike deplore, must be found by a calm study of government trade figures, rather than in unreasoning and fruitless charges of unscrupulous conspiracies against every one who handles eggs other than the producer and the consumer.

The following are the production—consumption figures with the population:

	In 1891.	In 1901.	In 1911.
Population	4,833,239	5,371,000	7,204,838
Poultry	12,766,000	16,566,000	29,535,000
Eggs	64,499,000	84,134,000	123,042,000
Exports	8,027,000	11,363,000	92,164
Imports	602,000	951,000	2,378,600
Consumption per cap. doz.	11.8	13.72	17.39

EDITORIAL COMMENTS.

The little mole hills of prejudice are generally removed by association work.

• • •

Just to vary the programme—only 300 more shopping days before Christmas.

• • •

When a merchant's system resembles a patchwork quilt, it is time for a change.

• • •

"Make haste slowly" is an old proverb discussed in Henry Johnson Jr's article this week.

• • •

Traveling, remarked a drummer recently, may be an excursion, but it is no picnic nowadays.

• • •

"Man wants but little here below," but he wants that little on time and just exactly as he ordered it. In other words, he wants service.

• • •

The new Parcel Post series treats with practical ways of beating the mail order houses to the trade of the rural districts. Why not map out plans at once?

• • •

The New Year, we might say, is just in the cocoon state, to use the phraseology of the botanist. What will the sun of 1914 bring forth—a butterfly or caterpillar?

• • •

The implement dealers are stated to have done famously in the way of collections in the West last fall, due to considerable energy and foresight on their part. They are great assets in the matter of collections—energy and foresight.

• • •

What bank manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

If Policy Is To Be Changed Do It Gradually

Such is Advice Given to An Enquirer Considering Changing from Credit to Cash—Suggestions on Building up a Profitable Trade by Perfecting Service to Best Customers — Cultivating Prompt Payments.

By Henry Johnson, Jr.*

Here is a timely letter:

.....Dec 19, 1913.

Henry Johnston, Jr.,
c|o Canadian Grocer.

Dear Sir:—Have been a reader of Canadian Grocer and especially your articles for some time, and have at last arrived at the place where I need a little help.

This is a fierce credit town and competition is very strong (thirteen stores to 6,000 people besides the country trade, the bulk of which goes to the mail order houses). I carry about $2,500 stock and $3,500 accounts—that's without a few hundred that I consider absolutely worthless.

My business for this year will be close to $28,000, but I don't seem to get anywhere very fast.

February 1st I am going to change to cash absolutely with arrangements to deliver and collect telephone orders at the house.

I would be very glad of any advice you may be able to give regarding such a change and the advertising necessary to cover the loss of lower prices.

I have quite a campaign outlined, but there might be some vital point overlooked.

I remember seeing articles in your paper on this very subject, but at the time I paid them no attention as I had not the slightest idea of ever doing likewise.

Very truly,

O. J. S.

Signs of the Times.

I have never been an advocate of the cash business, seeing things from the standpoint of a city grocer, but some phases of present conditions cause me to lean a trifle away from some of my former ideas. There seems to be no question that the cost of doing business is pressing hard on the consumer. It is no solution to say that this is the consumer's fault, because she does not see that—yet—and cannot see it so long as no object lesson is forthcoming. Last week a big, successful, city grocer told me that his cost was in excess of 20 per cent.—I had thought my expense of 16 2-3 to 17½% was about the limit and almost inexcusable until I had that statement from him. Again, he advanced the opinion that the real money was in the masses, not the class to which he and I have catered for, lo, these many, many years; and right in his own town is an example which seems to bear out that opinion.

All of which may go to show that my opinion is being modified by conditions. If times were flush, money plenty, optimism in the air and all that, I probably should not feel as I am beginning to feel now.

Make Haste Slowly.

Latin is out of date now, but that saying is a good one, "Make Haste Slowly," said the Roman of centuries ago; and his dope is the right stuff to-day—no doubt about that. I think there is a sad weakness in my correspondent's plan, but I feel that it can best be pointed out through my telling him what I have been doing for the past year instead of trying to dope out some special plan for him.

More than a year ago I concluded from careful study of business conditions in my own store that some demands made on us were excessive. Moreover, those demands were made by those least entitled to special service. I found that customers who really traded at Johnson's, those who bought practically everything from me, were reasonable in their demands for service. Seldom indeed did they ask for deliveries outside of or beyond our regular schedule of service. Those who traded in a limited way—getting a few specialties exclusive with me or hard to obtain elsewhere—naturally knew little about our schedules and I may add, cared less. Those were the people who were continually wanting to know "just when" they might expect things and whether I could send them up "right away."

Decline Unprofitable Trade.

This was the first evil I planned to cut out. You have had my stories of the dropping out of numbers of such accounts. I have not regretted my action in a single instance, though I have regretted that such an overwhelming proportion of women are utterly impervious to the plain logic of facts and cannot see the reasonableness of two plus two making four. Those women blame it all onto me—as if I made that immutable law.

Cutting out those people I have been able to do better for customers who really are worth while. I have been able to render them such good service, by means of accurately-timed deliveries and concentrated individual attention that they are more firmly anchored to Johnson's than ever. I feel that they are to stay with me through thick and thin. Thus my business is more firmly established with a better class of customers.

Infusing New Blood.

Next thing I observed was that we were serving the limited few assiduously to the prejudice of the unlimited many. So I planned my weekly advertising for the masses, offering things not necessarily at cut prices, but rather calling attention to stock about which many did not know. It is not necessary to cut prices to do this. It is best to tell about what we have in stock in an entertaining, informative way, indicating new uses, relating character and origin, etc., thus showing acquaintance with our own stock; and always—always, always—assuring the customer of prime quality. You do not need special prices for this work, because you will get preference on an even deal, if you know your goods, know your business and render fair and proper service.

A Twenty Per Cent. Increase.

Business is like the human body in that it needs a constant renewal of "red blood" (if you know what that is—I don't!). If it is not nourished by new trade all the time it rapidly becomes anaemic, loses flesh, loses weight and dies—or becomes so hidebound it might better be dead. Under my treatment, new trade replaced the old more rapidly than the old was cut off—just as new skin grows under the old before the old is sloughed off, unless the body dies. So I have had an increase of 20 per cent. in total overturn during the year as compared with former years.

Prompt Pay.

Lastly, I have cultivated the idea of prompt payment among my customers. Sometimes I have offended a few. I have been frank and have stated that I meant to be frank in saying that I had no apology to make for being a prompt

(Continued on page 40.)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Few Changes In Seed Prices for This Year

Conditions Much Same as Year Ago, With Some Exceptions — Clover Seed to be Lower, but Timothy Higher—Now the Time to Anticipate Wants—Importance of Selling Quality Seeds.

ACCORDING to almost all the large dealers in seeds the prospects for the New Year are exceedingly bright. In spite of the prevailing tightness of the money market, the indications are that business, in this particular field will be brisk and show a considerable increase over that of the past year. The good crops which prevailed last summer in most seed producing countries have kept prices reasonable while at the same time encouraging the grower, so that the demand for seed is great.

With a few exceptions, prices will range much the same this year as last. In a small number of cases a slight decline in price will be noted: only in one or two will there be any material advance.

Drop in Clover Seed.

Perhaps the most marked drop in prices will be in clover where a fall of from four to five cents has been predicted. One large wholesale dealer stated to the Canadian Grocer that while prices for the lower grades of clover might be easier the price of No. 1, Government Standard Red Clover would remain firm. He gave as his reason for holding this opinion the fact that this grade was more in demand among the farmers than the lower grades and as it must be secured from reliable sources which are limited and must pass a rigid inspection by the Government, all of which adds to the cost of production. A price lower than 22 cents a lb. for No. 1 cannot be expected.

Alsike will remain practically unchanged, 20 cents a lb. for No. 1 and 17 to 18 cents a lb. for No. 2 being current prices. The tendency to change, if any, is for a slight advance. The market for alsike will be better this year than last.

Owing to the better crop conditions during the past two years peas will be lower this year than for some time back. As one authority stated, "the price of peas has been too high for several years, it is now just beginning to get back to its normal level; another good crop will see a still greater fall in the price of this grain.

Root Seed Conditions.

Mangels, too, will be somewhat easier. On the other hand sweet turnip seed will see an advance of about 2 cents a lb. in price. The weather conditions last year, while good for most seed crops, were not favorable to the turnip, hence the rise in value.

Timothy Prices Strong.

The greatest advance, however, can be looked for in timothy. Here there will be found an increase of from 40 to 50 per cent. in the market quotations. Considerable of our timothy seed is imported from the United States and when there is a poor crop there, a higher price can be expected here. The American crop being poor, the expected rise in price follows.

But while saying that last summer's crop of timothy was poor we do not wish to be understood that the quality was poor. The quantity of seed harvested was not large but the grade is splendid. Buyers will find most of the offerings to be good, clean, early maturing seed with high germinating power. In fact this last statement may be applied to all offerings in this field this year. The supply of seed to hand in all lines is of a very fine grade, and those growers who buy from reliable dealers may expect good results if proper attention is paid to the mature of the young crop.

Preparing for Good Year's Business.

Although early in the season, wholesalers are already busy laying their plans for the spring campaign. One firm which already has its travellers on the road, reports sales greater in number and in volume than for the opening period last year. All are exceedingly cheerful over the indications.

Most sales will be made this year from the wholesaler to the retailer on a straight selling basis. There will probably not be as much business done on a consignment basis, as this, in the past, has not, with some firms at least, proved altogether satisfactory.

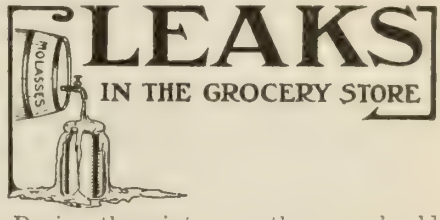
Push Quality Seeds.

The retail merchant should endeavor to push the sale of the best seeds obtainable, not only for his own sake but for the sake of the community at large. Good business demands that he do so. The high prices of the better grades should be an incentive rather than a deterrent. We generally find that the higher the price of goods, the greater the profit. The same thing holds good in the seed business. The merchant who pushes the best grade of every line he handles is one likely to win out in the long run.

PREPARE FOR THE HARVEST TIME.

Every harvest has its seed time. The one must of necessity follow the other. Crops last year in Canada were splendid. Farmers are looking ahead to another bumper year. They will want plenty of seed to realize that golden harvest of the future. There is too a "harvest" for the merchant who builds up a good seed trade with his farmer customers. The man who does this must look ahead. Seed travelers are on the road already and more will soon be out. Let the merchant anticipate his wants now and above all see that he connects up with the more reputable seed houses.

Quality seeds are a necessity if the selling of seeds is to last. It is more important to keep a farmer sold than to make one sale because of "low price" talk. The farmer who can depend on the judgment of the merchant is a good customer; but if he is lead astray through being sold an inferior article, it requires some persuasion to get him back again. If quality seeds only are sold it will be better for the merchant, better for the farmer and better for the community.



During the winter months care should be exercised to see that the stock of shoe-polish does not freeze. If it freezes the inevitable result follows—dissatisfied customers. No one wants to purchase shoe polish which will not impart a good shine and if frozen polish is purchased, there will be more harm done than if the sale had never been made.

Grocers have it easily within their power to prevent this leak. In fact, any stock susceptible to frost should not be kept in a warehouse where there is no heat. A little attention here every winter will prevent many a loss.

BUSINESS IN NINETEEN THIRTEEN GENERALLY GOOD.

(Continued from page 24.)

"It appears to us that any stringency in the money market has not affected our line to the same extent as undoubtedly it has elsewhere. At the same time we believe that for the next few months retailers will have to carry a number of working men's accounts over a brief period of depression.

"There can be no doubt but that Canada's position is fundamentally strong, and it is a significant fact that dullness of trade has been felt mainly in that part of the country where speculative ventures have been most indulged in. That legitimate business enterprises should consequently suffer is only a matter of natural sequence, and when as a unit we have adjusted ourselves to the changed conditions, trade will, in our opinion, be quickly re-established upon a more conservative basis.. — White Swan Spices & Cereals, Limited, Toronto."

OUTLOOK BRIGHT INDEED.

Here is what a Western Canada wholesale grocery broker says: "Our volume of business for 1913 *was, as usual, very much in advance of* 1912, *but we found collections slow compared with* 1912. *The outlook for* 1914 *is very bright indeed."*

Wholesale Grocers Optimistic.

"The volume of our business in 1913 has been larger than that of 1912, notwithstanding that lower values have been prevailing as regards many goods of great consumption and many adverse features.

"We consider collections are just as good as last year, and from our point of view, the outlook for 1914 is fairly promising.—Hudon, Hebert & Co., Limited, Montreal."

* * *

H. Laporte, Laporte, Martin, Limited, wholesale grocers, Montreal, says: — "1913 was better than 1912 by a good percentage. More accounts were opened without extending the territory. Collections were as good if not better."

* * *

"Re outlook for 1914. We feel quite optimistic that business, especially with the necessities of life, will be good, unless something unforeseen occurs in the interim."— Extract from a canner's letter.

In the Allied Trades

The Situation in Woodenware.

A woodenware manufacturer writes:—"In Ontario we have found trade good, showing quite an increase over 1912 with payments probably not quite as prompt as usual, but very satisfactory on the whole. Our trade in the North-west has not been as good as for 1912, and collections have been slow. We anticipate, however, a gradual improvement after the turn of the year, and look for a good steady trade for 1914."

* * *

Another woodenware manufacturer reviews the situation as follows:—"Our year ends on the 30th of June, and we have not got our records made up definitely for the whole of 1912 or the whole of 1913, but judging by the monthly volume of business that we are getting our 1913 business will be in excess of our 1912. Our collections of 1913 are perhaps in some instances a trifle slower than 1912, but we have no bad debts on our books and none of our customers have been unable to make settlement with us and they have in every way been satisfactory.

"In regard to the outlook for 1914. While the buyers in a wholesale way may at the outset be a little inclined to buy cautiously and not too far in advance, we do not believe that they will consider this policy necessary for any longer than a couple or three months and that the volume of trade will at least be equal in 1914, that is, as far as we are concerned none of the lines we are interested in have been sold at inflated prices, the margin being small, and it therefore being an impossibility for any reduction to be made in them, the demand should be as great as last year. We believe that trade will continue to be good in channels where prices have not been unduly enhanced and where the goods are actually required in the ordinary affairs of life and are not classed as luxuries."

* * *

A Provision Manufacturers' Experience.

"The volume of our business for 1913 was in excess for that of 1912.

"Collections up to the 1st of Oct. were just as well taken care of in 1913 as they were in 1912, but for the last two months we have not found collections as good as they were in the previous year.

"We are looking for a good trade during 1914. While trade is quiet and money conditions are not favorable at the present time, we see no reason to change our opinion regarding the outlook for the coming year."

* * *

Brush and Broom Business Good.

"Our business in 1913 was about 15% greater than the previous year. With regard to collections, we may say that as we do our trade almost entirely with the wholesale dealers ,we have not had the slightest difficulty with them.

"So far as the outlook for future business is concerned, we have in most lines sufficient business to keep our factory running with a full staff and ten hours a day until February 1st and we therefore are not looking forward to any short hours or any considerable drop in the volume of business. In the past we have observed that our line does not seem to be affected so readily as some other lines of manufacture during a period of depression.

STEVENS-HEPNER COMPANY, LIMITED, Port Elgin, Ont.,
Per H. H. Stevens.

* * *

Looks For Better Business.

From a tobacco and cigar manufacturing firm comes the following:— "We did a very nice business last year, but not quite so large as last, but we are doing exceedingly well considering the money stringency. We have no particular complaint to find with collections; of course we have a few renewals and part renewals, but losses have been practically nothing.

"We are looking forward to a very good business next year, equally as good as this, if not a little better. It may be slow the early part of the year, but we think there will be quite a revival towards the end of the year."

* * *

Good Collections in Ontario.

An account register manufacturer says: "Our business for 1913 was nearly double of what it was in 1912. This was caused principally by the fact that we did not start putting our product on the market until May, 1912.

"Collections have been good in Ontario, but not as good in the North-west as a year ago.

"It is hard to predict the outcome for 1914 especially in the North-west, but in Ontario and the Eastern Provinces we look for an increased business."

How Other Grocers Do Things



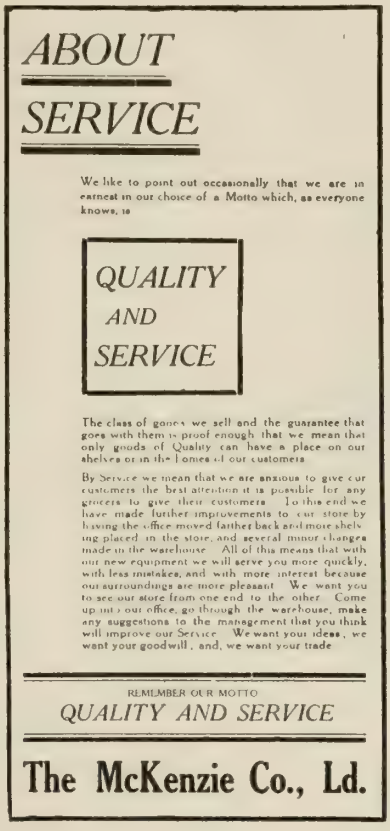
KELOWNA STORE REMODELLED.

Several improvements, with special ends in view, have recently been consummated in the store of The McKenzie Co., Ltd., Kelowna, B.C. In making these changes the aim of Geo. S. McKenzie, the managing director, has been to see that they conformed to the store's general motto—"Quality and Service."

New and convenient offices have been built, and the warehouse space has been doubled by the taking in of a portion of a new brick block across the lane at the rear. Also improved shelving, bins, and tables have been installed.

A broad stairway at the far end of the store gives access to the new offices, which are so constructed as to give Manager McKenzie, while seated at his desk an uninterrupted view of the store and warehouses. The new arrangement, too, gives the office staff roomy, well-lighted, and convenient quarters, away from the noise and bustle of the store.

Underneath the office is a tobacco room, where is stored the large stock of cigars, cigarettes, and tobaccos. A portion of the warehouse has also been transformed into a store room for goods opened out from the shipping cases, and one is struck at once with the clean and sanitary contrivances which ensure the utmost protection to perishable goods.



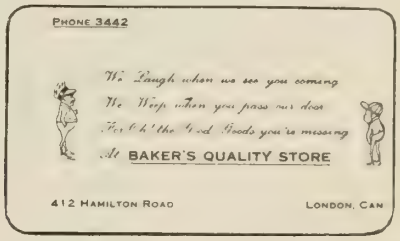
Strong ad. of a Kelowna, B.C., firm to impress on customers main features of the business done.

Complete cloak rooms and lavatories for the use of the staff are also under construction. The business now occupies about 4,500 square feet of floor space and there are 13 employes.

* * *

AN OUT OF THE ORDINARY CARD.

A unique advertising card is circulated by A. Baker, a London, Ont. retail grocer. This is shown herewith. It was designed to impress upon customers and



Original card is 4 x 2¼ inches in dimensions.

others in the district that Baker's is a "quality store." The quatrain and the appearance of the two figures on the card were used as a means to get the attention of the reader.

Ira Moore, of the Quaker Oats Co., Toronto, has gone on a holiday trip to Peterboro and Norwood.



An item appearing on this page a couple of weeks ago told of how Goodwin's, Ltd., of Montreal, planned to attract Christmas buyers. They arranged to have Santa Claus come to Fletcher's Field in his aeroplane. Above cuts show the arrival and the crowds.

Yuletide Season Makes the Travelers Clannish

Annual Banquets of the D. C. T. A. in Montreal, and of the Drummers' Snack Club in Toronto—Politicians Attend the Former, While Talent at Latter Comes Chiefly from Within—Drummers Uphold Their Social Reputations.

Toronto, Jan. 1.—(Special).—Free as the current of the river, runs the good fellowship among the members of the Drummers' Snack Club. As the seasons roll around and the Yuletide spirit infuses the air these men of the Drummers' Snack look for the annual banquet. On Monday evening last at the Walker House, Toronto, it was held, and great was the joy thereof. President Charlie Smye (Balfour, Smye & Co.) and his staff provided the fatted calf, with song, speech and story to aid in the digestion of it.

Some half hundred knights of the grip assembled about the banquet board. Free, easy and breezy were the proceedings. From six o'clock, when the dinner gong sounded until the Hamilton contingent left for home at eleven, there was not an idle minute. To describe the songs—and they were legion—the dinner to which our ancient friend of Biblical fame, Goliath, could not altogether have done justice, the oratory of those drummers whose modesty permitted them to say they were not speakers, and the humorous interjections that came from heer and theer to punctuate the various official proceedings, would require more space than is available here. "Song Sheet" was the prosaic name assigned to a blue paper that Secretary P. McIntosh brought down in his grip. It contained them all—patriotic, humorous, sentimental, romantic—and to listen to the harmony one would have thought rehearsals were as frequent as those for the Sunday School concert.

And the dinner! When you got half way through and looked forward at what was to come you wondered how you were going to eat your way out. It was the chance of a life-time for a hungry man. Very considerately, the hotel management placed beside each plate a pretty miniature candle evidently intended to be used in case the key-hole had lost itself. But there really was no occasion for that, and the candles were simply carried home as souvenirs.

And the speeches! President Smye, of Hamilton, the toast master, was in his happiest vein which apparently was a contagious one. Wm. Algie, of Alton fame, father, grandfather, god-father and everything else—who called the drummers "My Boys"—gave a picturesque review of the old days of the club a quarter of a century back. He was replying to the toast to Canada and dealt in trenchant tones on its greatness and its future. Colonel Jno. Stoneman, of London, also replied to this toast by giving a reading entitled "Canada" in his own vigorous style.

The toast to the "Commercial Travelers of Canada" was responded to by Hugh Rennie (Gorman Eckert) of London, president of the Ontario Travelers' Association, J. G. Cane, E. O. Zimmerman and Geo. Moore, of Commercial Travelers' Association of Canada. The latter compared earlier days of the travelers with the present, intimating that he often thought there were too many of them on the road to-day—that merchants were unduly interrupted occasionally.

M. P. Malone, of Hamilton, dilated on the ladies and although, of course, Michael has been a married man for many years, not one disparaging word had he to say about them—an effective answer to the query "Is Marriage a Failure?" With his accustomed Irish wit he tenderly reviewed the fair sex to the delight of the assembly.

The toast to "Georgetown," the trysting place of the great mid-summer gathering of the Snack found able respondents in Mayor Moore, J. A. Willoughby, and Mr. Arnold.

"Our Guests" brought a speech from Mr. Gardner, leader of the Toronto Male Quartette and songs from the other three. The last toast was that to the trade press and was responded to by W. J. Bryans, and B. T. Huston.

From a talent standpoint the drummers themselves are adepts. Jno. Charles' (H. P. Eckardt & Co.) presentation of one of Service's Klondike poems was a rare treat; and for comedy Sol Walters is an old master. His recitation "Wagner and Slavin" was punctuated by applause all the way through; Chas. Griffith's human trombone solo was another appreciated section of the entertainment.

Robt. Algie also gave a reminiscent address and the pitcuresque style of Wm. Algie was a second time enjoyed in proposing the toast to "Our Host." It was indeed a gala night.

The Banquet at Montreal

Montreal, Jan. 1.—(Special).—"We realize that this financial stringency is only the prelude to still greater progress and development in the future."—Premier Borden.

"It ought to be possible for common ground to be reached whereby the interests of the East and West can come together, in the interests of the common good."—Hon. Geo. P. Graham.

"Canada has experienced its time of stress and has come through it well. I believe the crisis has been reached and passed, in Canada as well as in other countries."—Hon. W. T. White.

These are three of the most important statements made by some of the important guests at the 39th Annual Banquet of the Domminion Commercial Travellers Association last week in Montreal. The Place Viger Hotel was the scene of Festivities this time and as usual the gathering was as hearty and peaceable as one could expect.

The new President is Geo. A. Mann, of Cassidy Limited, Montreal, and even those who put "their" best efforts forward to place H. M. Levine in the chair, were ready to congratulate him on his majority of 1,040 votes, as this was sufficient evidence that he was the favorite in the race and came over the fences in great shape.

The officers and directors, therefore, for the present year are:—

George A. Mann.—President.
John E. Wright.—Vice.-President.
J. A. Bernier.—2nd Vice-President.
Max Murdoch.—Treasurer.
J. M. Fortier.—Past President.

The directors are: Jas. Armstrong, J. P. Harrison, J. Felix Bernier, J. Thurston Smyth, A. Glackmeyer, Romeo Brosseau, L. R. Buzzell, W. J. Irving. A. N. W. Hackett.



Brown's grocery, Powassan, Ont., was completely burned recently.

W. J. Stewart, grocer, St. Catharines, Ont., has sold his business to Geo. R. Stevenson.

If you can't see some good in everyone you know, you certainly need the services of a disposition oculist.

The Retail Merchants' Association of Tofield, Sask., entertained the people of the surrounding district to a theatre show. Many responded to the invitation and the spirit of cordiality on part of the business men much appreciated.

Current News of the Week

Quebec and Maritime Provinces.

P. L. Turgeon, grocer, Quebec, P.Q., has registered.

J. A. Fenwick, general dealer, Millstream, N.B., is dead.

Max Samuel, grocer, Montreal, sustained fire loss recently.

A. A. Lamothe, general merchant, St. Ours, P.Q., is selling to Arthur Pelletier.

John A. Gunn, president Gunn & Langlois, Montreal, was in Toronto this week.

A petition has been granted for the winding up of the business of the United Workman Co-operative Bakery, Ltd., of Montreal.

W. Morris, travelling through Ontario for S. Hirsch & Sons, Cigar manufacturers, Montreal, died suddenly a few days ago of heart failure.

Ontario.

Stanley Coulson, grocer, Leamington, Ont., died last week aged about 40 years.

P. Will, grocer and dry goods dealer, Alvinston, Ont., sustained fire loss recently.

R. D. Campbell, grocer, Hamilton, Ont. has disposed of his stock to Precious & Gillies.

H. Smith recently from London, Eng., has purchased the business of Mr. W. Sellars at 151 Church St., Toronto.

The name of Matthews-Laing, Limited, has by letters patent under the Companies' Act, been changed to Matthews-Blackwell, Limited.

George K. Morrow, manager of Hecker Cereal Co., New York, and Morrow & Co., New York, spent Christmas in Toronto with his brothers, Charles and Fred.

The Parkinson Cereal Co., Thornbury, Ont., will henceforth be known as Parkinson and Wallace Milling Co. The dam utilized by this firm which was washed away by floods in 1912, has been rebuilt at a cost of $15,000.

James Marks store, Middlemiss, Ont., was entered on Sunday night by thieves, but it is not yet known just how much goods were taken. A quantity of tobacco, groceries and other goods are missing. Entrance was made by breaking a glass in one of the back windows.

Many Jewish grocers of London, Ont., are opposed to the early closing by-law. They point out that their religion requires them to close their stores between 7 p.m. Friday and 7 p.m. Saturday in in order to observe the Hebrew Sabbath. They wish to be allowed to open after 7 p.m. on Saturday in order to supply their people with groceries to last them over the Christian Sunday.

I. E. Pedlow, general merchant of Renfrew, Ont., has been the victim of an alleged fraud by cashing a cheque for $45 on the Bank of Toronto, Ottawa, payable to James Cleary, or order, and signed The Dominion Bridge Company, Mr. Pedlow, in notifying the local police, says his suspect is a man between 20 and 23 years of age, five feet eight inches in height, 160 pounds, dark complexion, coarse features, large nose, thick lips and clean shaven face.

A Guelph dealer in fruits and groceries had a big display in front of his store recently, included in which were some fine red apples. A local joker who had evidently been seized with the Christmas spirit printed a card, "Take One," and put it in a very conspicuous place on the box of apples. Two young ladies were first to benefit by this alleged generosity, and accordingly they touched up the box of choice, wrapped apples.

William York, of 148 Third avenue, Ottawa, Ont., and one of Ottawa's oldest grocers, died the other day, after being in ill health all fall. Mr. York formerly conducted a grocery store at the corner of Somerset street and Bronson avenue. It was only last summer when he retired from business life and moved to Third avenue. He has been a prominent member of the Ottawa Grocery Association and was for some time president.

The Free Press of London, Ont., recently showed a splendid portrait of E. J. Ryan, a former grocer of that city, under the heading "London Knights of the Grip." The underline of the cut read:—"E. J. Ryan, is one of the best known travelers living in the city. For years he was connected with the retail grocery business, selling out his store to travel for a tea firm. Mr. Ryan is a past president of the Irish Benevolent Society, past president of the Retail Grocers' Association and one of the greatest baseball fans in the city."

Western Canada.

Grant & Davis, grocers and drygoods dealers, Magrath, Alta, sustained a fire loss recently.

A. B. Foote, formerly of Craik, Sask., has gone to Success to open up a general store there. He was mayor of Craik, and councillor for several years.

The Retail Merchants' Association of Regina, Sask., recently passed a resolution favoring the establishment of a municipal abattoir in Regina. Four new members were added to the roll at the meeting. It was reported that in several quarters merchants were not living up to the law in regard to the early closing by-law and a strong resolution was passed asking the chief of police to make the merchants observe the by-law to the letter. The next regular meeting of the association will be held on the third Thursday of January.



Following items are from Canadian Grocer of January 5, 1894:—

"Wallbridge & Clarke, grocers, Belleville, Ont., were burned out Sunday; loss, $8,000, insurance, $5,500."

Editorial Note.—Wallbridge & Clarke are to-day in business in Belleville.

* * *

"The first lot of California apples were offered to the trade in Montreal this week by Hart & Tuckwell and sold to Walter Paul, a grocer, at a very full figure."

Editorial Note.—Walter Paul is a familiar name among the Montreal trade to-day. His place of business is at corner of St. Catherine and Metcalfe Streets.

* * *

"Red clover is a little stronger in sympathy with the advance in American markets. Alsike remains quiet and unchanged. Timothy is higher, but the advance is confined almost altogether to the finer grades. We quote: Alsike, $5.75 to $6.25 for good to prime seed, and $6.50 to $7 for choice to fancy. Red clover, $5.50 to $5.75 ordinarily, and $5.75 to $6 for prime choice; extra choice to fancy, $6.10; Timothy, $1 to $1.25 for inferior, $1.50 to $1.60 for prime, choice to fancy, $1.80 to $2."

Editorial Note.—In this issue is an article on the situation in seeds as they are to-day.

General Advance of 2½ Cents in Canned Goods

Fruits and Vegetables Go Up About One-fifth Cent Per Can—Peaches, Strawberries and Plums From 15 to 20 Cents Higher—Tomatoes Remain at Recent Reduction.

Hamilton, Dec. 31.—(Special.)—New Year's brought with it a general advance for Ontario and Quebec of 2½ cents per dozen in canned fruits and vegetables, practically meaning advance of group B to group A prices. Only exception is in tomatoes, which were reduced to $1 several weeks ago, and remain still at lower price for 3's as well as gallons. Two's, however, have gone up 2 cents to 87½c. Standard apples have not changed, but about month and a half ago advance was made in these. While difference of 2½ cents is not large when extended over one dozen tins, it means still smaller margin of profit for those who are selling at 3 for a quarter.

In some lines scarcity of pack has resulted in some greater increases than the 2½ cents, but these were not unexpected. For instance, strawberries, both h.s. and preserved, are up more, the former (2's) from $1.92½ to $2.17½, and the latter from $2.27½ to $2.32½.

Plums, 2's, Damson, greengage, and Lombard, go up 5 cents each, from 87½c to 92½c, from 97½c to $1.02½, and from 87½c to 92½, respectively.

Peaches, 1½'s, yellow, advance from 97½c to $1.12½, and 2's, yellow, from $1.27½ to $1.42½; while gals. advance from $2.52½ to $2.77½.

Pears, 2's, light syrup, are up 15c, from 97½c to $1.12½, and gallons 25c, from $2.52½ to $2.77½.

This change in canners' list was foreshadowed in Canadian Grocer on Nov. 7 last in a special despatch from Hamilton, which, under the heading "Canned Goods Advances Coming," read in part as follows:

> "It is practically certain that advances will be made on some lines in the near future. The trade may expect these to be announced shortly. Just what lines will go up is not exactly known, but good guessers should be able to hit upon some at least."

A broker, discussing the increases, stated that he did not believe there would be much additional activity in canned goods as a result of the change, although usually advances stimulate buying. He held that the wholesalers would endeavor to get rid of all their present stocks to realize the 2½ cents extra profit before loading up on stocks at the advanced tariff. As has been pointed out on a number of occasions, canned prices were far lower this year than last, or several past years, and even at present advance prices are still much below that of 1912-1913.

New prices are effective January 1, 1914.

FRUITS.

Apples—	
3's, Standard	1 07½
3's Preserved	1 50
Gals., Standard	3 02½
Gals., Preserved	4 05
Blueberries—	
2's (Huckleberries) standard	1 50
2's (Huckleberries) preserved	1 80
Gals. (Huckleberries) standard	6 55
2's Black Cherries, pitted H.S.	1 95
2's Black Cherries, not pitted H.S.	1 55
2's Red, Ptd, Cherries, H.S.	1 95
2's Not Ptd., Red Cherries, H.S.	1 55
Gals., Ptd., Cherries	8 55
Gals., Not Ptd., Cherries	8 05
2's Cherries, White, Not Ptd., H.S.	1 55
2's Cherries, White Ptd., H.S.	1 95
2's Black Currants, H.S.	1 95
2's Preserved, Black Currants	2 30
Gals. Black Currants, standard	5 30
Gals. Black Currants, solid pack	8 30
2's Red Currants, H.S.	1 95
2's Red Preserved Currants	2 30
Gal. Red Currants, standard	5 30
Gals. Red Currants, solid pack	8 30
2's Gooseberries, H.S.	1 80
2's Gooseberries, Preserved	7 05
Gals. Gooseberries, standard	7 05
Gals. Gooseberries, solid pack	8 80
Grapes—	
2's, white, Niagara, preserved	1 40
Gals., white, Niagara ,standard	3 30
2's Pineapple, sliced, H.S. White Bahama	1 95
2's Pineapple, grated, H.S. White Bahama	1 50
2's Pineapple, whole, H.S. White Bahama	1 95
3's Pineapple, whole, H.S. White Bahama	2 50
2's Pineapple, sliced	2 02½
Peaches—	
2's white, heavy syrup	1 30
2½'s white, heavy syrup	1 80
3's white, heavy syrup	1 90
1½'s yellow, flats, heavy syrup	1 12½
2's yellow, heavy syrup	1 42½
2½'s yellow, heavy syrup	1 80
3's yellow, heavy syrup	1 90
3's yellow, whole, heavy syrup	1 55
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Pie fruits, assorted, gals. (add 5 per cent.)	
Pears—	
2's Bartlett, heavy syrup	1 55
2½'s Bartlett, heavy syrup	1 80
3's Bartlett, heavy syrup	2 05
2's Flemish beauty, heavy syrup	1 50
2½'s Flemish beauty, heavy syrup	1 75
3's Flemish beauty, heavy syrup	2 00
2's Keiffers, heavy syrup	1 30
2½'s Keiffers, heavy syrup	1 55
3's Keiffers, heavy syrup	1 80
2's light syrup globe	1 12½
3's light syrup, globe	1 40
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Plums—	
2's Damson, light syrup	92½
3's, Damson, light syrup	1 30
2's Damson, heavy syrup	1 00
3's Damson, heavy syrup	1 40
Gals., Damson, standard	2 80
2's egg, heavy syrup	1 10
2½'s, egg, heavy syrup	1 40
3's egg, heavy syrup	1 50
2's, green gage, light syrup	1 02½
2's green gage, heavy syrup	1 10
3's green gage, light syrup	1 40
3's, green gage, heavy syrup	1 50
Gals., green gage, standard	3 05
2's, Lombard, light syrup	92½
2½'s, Lombard, light syrup	1 10
2's, Lombard, heavy syrup	1 00
2½'s, Lombard, heavy syrup	1 30
3's, Lombard, heavy syrup	1 40
Gals., Lombard, standard	2 80
2's Rhubarb, preserved	1 55
3's Rhubarb, preserved	2 30
Gals. Rhubarb, standard	3 55
2's Strawberries, H.S.	2 17½
2's Strawberries, preserved	2 32½
Gals. Strawberries, standard	7 55
Gals. Strawberries, solid pack	9 80
Lawtonberries—	
2's Blackberries, H.S.	1 95
2's preserved	2 15
Raspberries—	
Gals. standard	7 05
2's black, H.S.	1 95
2's black, preserved	2 15
Gals., black, standard	7 05
Gals., black, solid pack	9 30
2's red, H.S.	1 95
2's red, preserved	2 15
Gals., red, standard	7 30
Gals., red, solid pack	9 30

Group B, 2½ cents less per dozen.

VEGETABLES.

Ontario and Quebec Prices.

	Group A, per doz.
2's Asparagus Tips	2 30
2's Asparagus outts	1 45
2's Beets, sliced, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Rosebud	1 30
3's Beets, sliced, Blood Red, Simcoe	1 35
3's Beets, whole, Blood Red, Simcoe	1 40
3's Beets, whole, Blood Red, Rosebud	1 55
Beans—	**Group A**
2's, golden wax, midget, Auto brand	1 17½
2's, golden wax	0 87½
3's, golden wax	1 25
Gallon, golden wax	3 55
2's Refugee or Valentine (green)	0 87½
3's, Refugee (green)	1 25
2's, Refugee, midget, Auto brand	1 17½
Gallons, Refugee	3 65
(Group B is 2½c doz. less in each case.)	
Beans—	
2's Crystal wax	0 97½
2's Lima	1 20
2's Red kidney	1 00
3's Cabbage	1 00
2's Carrots	1 00
3's Carrots	1 30
2's	1 40
3's	1 80
Corn—	
2's	0 95
2's fancy	1 05
Gals., on cob	4 55
Parsnips—	
2's	1 00
3's	1 20
Peas—	
2's Extra Fine Sifted, Grade 1	1 30
2's Sweet Wrinkle, Grade 2	0 90
2's Early June, Grade 3	0 87½
2's Standard, Grade 4	0 85
Gals. Sweet Wrinkle, Grade 2	4 30
Gals. Early June, Grade 3	4 15
Gals. Standards, Grade 4	4 05
Pumpkin—	
2's	0 52½
2½'s	0 75
3's	0 85
Gals.	2 30
Sauer Kraut—	
2½'s, Simcoe	0 95
3's, Simcoe	1 00
Gals. Simcoe	2 80
Spinach—	
2's Table	1 30
3's Table	1 80
Gals. Table	5 32½
Squash—	
3's	1 00
Gals.	2 80
Succotash, 2's	1 00
Tomatoes—	
2's	0 87½
2½'s	0 95
3's	1 00
Gals.	2 99½
Turnips, 3's	1 00
Salmon—	
Fraser River Sockeyes—	
1 lb. tails, dozen	1 95 — 2 00
1 lb. flats, dozen	2 07½ — 2 12½
½ lb. flats, dozen	1 27½ — 1 32½
Northern River Sockeyes, dozen	1 90
Red Springs, dozen	1 90
Cohoes, dozen	1 45
Pinks, dozen	1 00
Sardines—	
Domestic, quarters, case	3 75 — 3 85
French, quarters, case	14 00 — 16 00
Norwegian, quarters, case	8 00 — 11 00

A dealer remarks: "There is no question but what the cash business is the business to do. Some of the most successful business men in the country, however, are those who are doing a credit business. There is more money in selling goods and charging them than in cash sales."

* * *

Advertise. You must persistently advertise your business. And there are various successful ways of advertising. One of the best advertisements is a satisfied customer, satisfied that he has just what he wanted, at the right price and at the time he needed it. When he sees or uses the article he will always think of the store from which he purchased it.

Slump in N. Y. Sugar Keeps Canadians Guessing

Refined Dropped to $4.00 Across Line in Battle Between Manufacturers—California Seeded and Seedless Raisins Advance in Toronto, and Shelled Almonds—Shelled Walnuts Up 2 Cents in Montreal.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
Cheaper turkeys; lower prices expected for all lines.
Fresh eggs decline from 5 to 10c. Storage stocks very low. U.S. eggs will soon have to be imported.

FRUITS AND VEGETABLES—
Lemons down 50c. Cranberries up.
California grapes advance $1 per keg.
Grape fruit declines 25c; oranges down a little; pineapples advance 25 to 50c.

FISH AND OYSTERS—
Oysters up 10c; scallops down 50c.
Fancy smelts advance 1 to 2c, while No. 1s advance 1c.

FLOUR AND CEREALS—
Trade becoming more active.
Mill feeds moving out rapidly.

GENERAL GROCERIES—
Shelled almonds advance 2 to 3c, due to conditions on primary market.
All other lines much the same.

ONTARIO MARKETS.

Storage eggs advance to 35 and 38c; fresh laids around 45 to 46c.
Fresh butter very firm.
Pork products must advance if hog prices hold.
Poultry demand less, and prices kept up only by prevalence of poor stock.

FISH AND OYSTERS—
Local dealers decide against any advance in oysters this season.
Lake herring, frozen and salt, coming in more freely.
Good business in fish and oysters during holiday week.

FRUIT AND VEGETABLES—
Oranges easier as demand is light; Mexicans down 25c.
Cranberries fell off 50c.
Strawberries decline 15c.
Potatoes are firmer.

FLOUR AND CEREALS—
Flour ocean freight charge nearly 6 times that of wheat, and export bids are far out of line.
U. S. demands for mill feeds continues strong.
Business in cereals is very quiet.

GENERAL GROCERIES—
Sugar market very uncertain, with bottom fallen out of New York's.
California raisins up ½ to 1c. Valencias return to old level.
Citron peel higher.

MONTREAL.

Montreal, Dec. 31.—Business passing on local market during past week was, of course, rather light compared with previous week's, but this does not mean that it was dull. Amount of business done this year is reported by many as far in excess of previous years, and in some cases stocks were completely wiped out. Of course, things are a little quieter now that Christmas rush is over, and although there are still repeat orders being received for seasonable goods, these are limited for those used by all for Christmas celebrations. It is expected that a readjustment of some prices for staple lines will take place next week, as these will naturally receive more attention from now, as they have been neglected this last month, and only ordered when stocks were almost down to nothing. Prices have not fluctuated since last week, with but one exception. Some changes on canned goods go into effect January 2.

SUGAR.—Demand locally is much the same as in previous weeks. Fancy sugar is dropping off a little, although there is still considerable business doing in that line. All other grades are being ordered in hand-to-mouth fashion, and market may be termed featureless without any change in price.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 35
20 lb. bags	4 45
2 and 5-lb. cartons	4 65
Second grade, in 100 lb. bags	4 20
Extra Ground Sugars—	
Barrels	4 75
50 lb. boxes	5 05
20 lb. boxes	5 15
Powdered Sugars—	
Barrels	4 75
50 lb. boxes	4 95
25 lb. boxes	4 95
Paris Lumps—	
100 lb. boxes	5 10
50 lb. boxes	5 30
25 lb. boxes	5 40
Crystal Diamonds—	
Barrels	5 15
100 lb. boxes	5 30
50 lb. boxes	5 40
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 40
No. 2	4 40
No. 1	4 00

cwt. above bag prices.

MOLASSES AND SYRUPS.—Demand if anything is simply to fill actual wants. Amount of business passing is no different from other years, and, therefore, could be called seasonable, with same priees ruling.

Barbados Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half Barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.
Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¼c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38¼ lbs., $1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 60
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lb. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0.75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1.00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—Retailers seem to be pretty well stocked up with all kinds of dried fruits, and orders now being received by local houses are light compared with those received some two or three weeks ago. There has been no change in prices since last week.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 09
Nectarines, choice	0 11
Peaches, choice	0 10½ 0 13
Pears, choice	0 13 0 14
Apricots	0 16 0 20
DRIED FRUITS.	
Candied Peels—	
Citron	0 16½ 0 17½
Lemon	0 10
Orange	0 11
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07½ 0 08½
Filiatras, fine, loose	0 06½ 0 07
Dates—	
Dromedary, package stock, per pkg.	0 07¼
Fards, choicest	0 11
Hallowee, loose	0 06
Hallowee, 1-lb. pkgs.	0 07¼
Figs—	
Finest, 6 crown, about 12 pounds	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes, faced	0 11½ 0 13
50 to 60, in 25-lb. boxes, faced	0 10½ 0 11½
60 to 70, in 25-lb. boxes, faced	0 09 0 10½
70 to 80, in 25-lb. boxes, faced	0 08½
80 to 90, in 25-lb. boxes, faced	0 09
95 to 100, in 25-lb. boxes, faced	0 08 0 08½
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 75 6 00
Muscatels, loose, 3 crown, lb.	0 08½
Sultana, loose	0 10
Lower grades Sultana, 1 lb. pkgs.	0 11
Valencia, new	0 06¼ 0 07½
Seeded, fancy	0 10½
Seeded, choice	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

NUTS.—Only change of price in this market during week occurred in shelled walnuts, they being quoted from 35 to 37 cents, or an advance of from 1 to 3 cents. Demand has quieted down to a certain extent, although there is still some business doing.

Shelled walnuts, per lb.	0 35 0 37
Shelled almonds, 28 lb. boxes, per lb.	0 39 0 40
Finest filberts	0 13 0 13½
Pecan	0 20
Almonds	0 20 0 21½
Walnuts	0 19 0 20
Brazils	0 22½
Peanuts	0 13
Peanuts (G)	0 09

DRIED VEGETABLES.—Same steady demand, which is seasonable, is in evidence on local market, with prices remaining same as last week.

Hand picked, per bush.	2 40 2 50
3 lb. pickers, per bush.	2 25 2 35
Yellow, per bush.	2 75
Yellow eyes, per bush.	3 25
Lima, per lb.	0 08½
Peas, per bushel	2 25 2 40
Peas, Imperial green, per bush.	2 50
Barley, per bag	3 00

RICE AND TAPIOCA.—There is no change in this market during past week, and demand is quite seasonable, with prices ruling same as in previous weeks.

	Per cwt.
Rangoon Rice—	
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 20
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10

Snow, Japan		5 30
Ice drips, Japan		5 45
Crystal, Japan		5 10
Carolina head		7 10
Imported Patna—	Per lb.	
Bags, 224 lbs.	0 05½	0 05¾
Half bags, 112 lbs.	0 05¼	0 05½
Quarter bags, 56 lbs.	0 05¾	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 04½	0 05

TEAS.—Reports emanating from London continue to effect that stocks are low in all parts of world. Local market is in much the same condition as last week, with same prices ruling.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Local market remains unchanged from last week. Demand is very good, but is only considered seasonable, with last week's prices still ruling.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 23
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

SPICES.—Same consistent demand is in evidence, with prices quoted showing no change from last week.

	5 and 10 lb. Tins, pkgs.,	¼ lb. doz.	¼lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 85	..—1 06
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

ONTARIO MARKETS.

Toronto, Dec. 31.—Close of 1913 sees a rather restful period in wholesale circles with a confident outlook for 1914. Retailers are still clearing up after Christmas rush and beginning to readjust themselves to their plans for coming year. Travelers will start out again next week and two weeks' lull will be broken. While wholesalers are nearly over stocktaking, retailers will begin in about one week.

Some interesting developments in canned goods prices are noted below.

SUGAR.—"There is,"—well never mind the exact word this jobber used in describing sugar situation to Canadian Grocer. If you're a good guesser you don't need to be told for his sentence ended: "—to pay in the sugar market."

To justify his shocking language he handed the Canadian Grocer two telegrams from New York, later one timed only half an hour after former. First announced that Federal and Arbuckle had met earlier decline of American and were down to $4.05; later one announced that American had gone one better and cut price to $4.00! and that too after all their talk about not caring what raws went to, and wishing to take a holiday, and so forth. Raws themselves went almost out of sight, but as they have been fluctuating as rapidly as if they had palpitation of the heart lately, quotation at time of writing would serve no purpose, as it would have changed half a dozen times probably by time this will be read. At all events, all the expected reduction, both in raws and refined, when portion of tariff comes off on March 1 next, has been discounted already in United States. Raw men are being forced to throw stocks on market, as has been said, owing to financial conditions, so that no one knows when situation will improve.

Meanwhile, market in Canada is sitting back watching struggle going on in New York, and refiners have not even consolation of feeling they were getting any immediate benefit out of cut rate war, as most of their supplies were bought six months ago at higher levels then ruling. No one knows just what will happen; only sure bet seems to be as one jobber remarked with a smile, "sugar shows no signs of advancing just yet a while."

Extra Granulated Sugars, Montreal Refined—	Per 100 lbs.
100 lb. bags	4 40
20 lb. bags	4 50
2 and 5 lb. cartons	4 70
Second grade granulated, 100-lb. bags	4 25
Nova Scotia refined, 100-lb. bags	4 30
Western Ontario refined, 100-lb. bags	4 30
Extra Ground Sugars—	
Barrels	4 25
50 lb. boxes	5 00
25 lb. boxes	5 20
Powdered Sugars—	
Barrels	4 60
50 lb. boxes	4 80
25 lb. boxes	5 00
Paris Lumps—	
100 lb. boxes	5 15
50 lb. boxes	5 25
25 lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100 lb. boxes	5 15
50 lb. boxes	5 25
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 25
No. 2	4 15
No. 1	4 05

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

COFFEE.—As usual at close of year, option market has shown decline during past 15 days. In actual coffee, Brazilian grades are easier, about ½ cent per lb., selection, however, showing only moderate quality, and substantial premium is being paid for Santos 3's, or higher qualities. Rio market looks weak, showing decline of about ¾ cent. Mild grades continue very firm and in small supply, washed coffees of all descriptions being rapidly taken by the trade in New York at astonishingly high prices and quite beyond parity of Brazilian coffee. Local stocks are very moderate; demand has been active during December and the retail trade evidently have been enjoying good business during holiday season.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

NUTS.—After holiday, trade in nuts is naturally dull but prices keep firm owing to conditions of primary markets. Shelled almonds have advanced 2 to 3 cents and few can be purchased now under 44 cents.

	Per lb.	
In shell—		
Almonds, Tarragona, new	0 17	0 18
Brazils, medium	0 21	0 22
Brazils, large, washed	0 23	0 24
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds		0 45
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 50
Walnuts, new	0 34	0 35

DRIED FRUITS.—A California despatch says that while present quotations on raisins will doubtless not be changed for some time, according to a circular just put out by the Associated, an advance will be made in old crop (1912) raisins the first of February. The same circular advises that after February 1, both 1912 and 1913 raisins will be quoted at the same price, it being stated that after that time there will be no such thing as old and new raisins, all being offered at the same price. According to the Associated's announcement this is an effort at uniformity of standard in raisins and where old goods are not equal to new in quality they will not be offered to raisin trade at all but will be disposed of in some other manner.

The despatch also says that while prune market in California is seasonably rather quiet, it is gaining strength in quotations, owing to limited holdings and broken assortments being carried by packers of the various sizes. Quotations, it continues, are a little difficult to make in a printed list just now as the different sizes are being variously quoted by different operators according to the proportion of each size held by the quoter: Such sizes as 50's and 60's are very scarce and firmly held.

In the same connection it is remarked that while during the present holiday and retail season, inquiry in dried fruits is naturally not large with California packers. Values are firm all along the line with the exception of peaches. This commodity, it is said, has been rather neglected for some time and some hold-

ers are pressing the situation a little which has produced a possibly ¼ cent easier market than a couple of weeks ago. There is no money in peaches, the despatch continues, at present offering prices, however. This would indicate that any show of business will be followed by an advance in quotations.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 15½	0 16½
Choice, 25-lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10½	0 11½
Orange	0 11½	0 12
Citron	....	0 16½
Currants—		
Filiatras, per lb.	....	0 06½
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 08
Vostizzas, shade dried	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates, per bag	0 07½	0 08½
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05¼
Prunes—		
30-40s, Oregons, new crop, 25 lbs. boxes	....	0 13
30-40s Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	....	0 12½
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25 lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¼
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 08½
25 lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06¼	0 08
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10	0 10
Seedless, 12 oz. packets	0 08	0 08½

RICE AND TAPIOCA.

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 06
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

SPICES.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	.....	0 12—0 15
Cinnamon, whole	.....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	.....	0 25—0 35
Cloves, whole	.....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Curry powder	.....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	.....	0 22—0 25
Ginger, African, ground	.....	....—0 16
Mace	.....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	.....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	.....	....—0 50
Pastry spice	.....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	.....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	.....	0 26—0 28
Pickling spice	.....	....—0 15
Tumeric	.....	0 25—0 35

DRIED VEGETABLES.

Beans—	Per bushel.
Canadian primes	2 00
Canadian, extra H. P.	2 25
Yellow eyes	3 00 3 25
Brown	2 50
Lima	0 07½ 0 08
Peas, Canadian, per .....bus.	2 60
Peas, green, imported, bus.	2 60

MANITOBA MARKETS.

Winnipeg, Jan. 1.—Lassitude naturally follows the rush of last week in both wholesale and retail circles and for the present business is quiet.

The holiday retail trade which was somewhat of a disappointing nature at the outset was very good towards the close and retailers express themselves as well satisfiefid with results.

Prices are steady on all staple lines except sugar which declined recently.

SUGARS.—A decline of 10 cents per cwt. on sugar went into effect last week.

	Per cwt. in bbls.
Sugar, Eastern—	
Extra standard granulated	4 85
Extra ground or icing	5 40
Powdered	5 20
Lumps, hard	5 70
Montreal, yellow	4 40
Sugar, B.C.—	
Extra standard granulated	4 85
Yellow sugar, No. 1	4 40
Yellow sugar, No. 2	4 30
Yellow sugar, No. 3	4 20
Bar sugar	5 00
Icing sugar	5 20
Powdered sugar	5 00
H. P. lumps	5 70

Sugar packed in 100 lb. sacks 5c per 100 lbs. less.

SYRUPS.—With the arrival of some snow and generally colder weather trade in syrup is expected to show a little more life.

Corn Syrups—		
Barrels, per 100 lbs.	....	4 25
Cases, 20-lb. tins, ¼ doz. in case	....	2 77
Cases, 10-lb. tins, ½ doz. in case	....	2 76
Cases, 5-lb. tins, ½ doz. in case	....	2 88
Cases, 2-lb. tins, 2 doz. in case	....	2 48
B. C. Cane Syrups—		
2 lb. tins, 2 doz to case, per cs	....	2 85
5 lb. tins, 1 doz. to case, per case	....	3 20
10 lb. tins, ½ doz. to case, per case	....	3 00

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.	
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Imperial quarts, case 2 doz.	....	5 20
Imperial ½ gals., 1 doz.	....	4 75

DRIED FRUITS.—Holiday trade in dried fruits was considered very satisfactory but prices are too high in many lines to expect average activity during the early part of next year.

	Per lb.	
Apricots—		
Extra choice	....	0 18½
Choice	....	0 15
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 07½
Washed	....	0 07¾
1 lb. package	....	0 08¾
2 lb. package	....	0 17¾
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 06¼
Nectarines	....	0 11
Prunes, in 25-lb. boxes—		
90 to 100	....	0 08
80 to 90	....	0 08½
70 to 80	....	0 09
60 to 70	....	0 09¾
50 to 60	....	0 10½
40 to 50	....	0 12
Raisins, Valencias—		
Valencia selects ..28's		1 82
Valencia selects 14's		0 94
Valencia layers 28's		1 90
Valencia layers 14's		0 97
Raisins Sultanas—		
California	....	0 09¾
Smyrnas	0 12	0 14
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 07¾
3 crown, loose, 25s	....	0 08¼
Choice seeded, package	....	0 09
Extra fancy seeded, package	....	0 10

TEAS AND COFFEES.—The growing Rio and Santos crops are estimated at 10½ million bags which is said to be millions of bags less than is required for consumption but crops in other countries are above average. It looks as though coffee might take a bullish turn at any time.

	Per lb.	
Coffee—		
Rio, No. 5, green	....	0 14
Rio, roasted	....	0 18
Santos, green	....	0 16
Santos, roasted	....	0 21
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 49
Japans, choice	0 35	0 45

BEANS.—Some snow and decidedly colder weather are expected to give a decided stimulus to the bean trade.

Beans—		
Austrian, hand picked	....	2 65
3 lb. picker	....	2 35
Peas—		
Split peas, sack, 96 lbs.	....	2 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot, per sack 98 lbs.	....	3 45
Pearl, per sack 98 lbs.	....	4 75

NUTS.—The nut situation in all lines is strong and prices are on the up grade. Grenoble and Marbot walnuts are sold out in primary markets. Shelled walnuts are likely to be scarce and dear.

In shell—	Per lb.	
Almonds, Tarragona	....	0 17
Filberts, Sicily	....	0 12¾
Peanuts, Jumbos, roasted	....	0 14
Peanuts, choice, roasted	....	0 11
Pecans	....	0 22
Walnuts, Grenoble	....	0 16
Walnuts, Marbot	....	0 13½
Shelled—		
Almonds	....	0 41
Walnuts	....	0 33
Chestnuts, per lb.	0 20	0 25

NOVA SCOTIA MARKETS.

By Wire.

Halifax, Jan. 1.—The remarkable open weather in Nova Scotia so late in the season has kept the grocery business going in good shape. Wholesalers are still shipping goods by water to shore ports, and the volume of business is good. Eggs are dropping in price. Fresh laid stock is quoted at 35 cents per dozen. Poultry prices are easier. There is not much change in the butter situation. Beans are in good demand. There are practically no important price changes. Fruit dealers report business good.

Apples—		
Gravensteins, No. 1, bbl.	....	5 00
Gravensteins, No. 2, bbl.	3 00	3 50
Beans, h.p., per bush.	....	2 50
Beans, yelloweye, bush.	3 50	3 75
Eggs, new laid, per dozen	....	0 35
Molasses, fancy Barbadoes, gal.	....	0 36
Onions, Can., per bag	....	1 85
Potatoes, P.E.I., bush., 50c; N.B. & N.S	....	0 50
Pork, American, clear, bbl.	....	27 00
Raisins, new Valencia, per lb.	....	0 07½
Sugar—		
Standard gran., cwt.	....	4 60
Bright yellow, cwt.	....	4 40

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Jan. 1.—Markets present no changes, having been same for last fortnight. Business is slow at present, but there was a big holiday trade. Dealers are figuring on a year better than last. Travellers start out again next week. Provision market is dull and heavy. Leading staples are quiet. Dealers expect a certain drop in molasses in few days. Large quantity now in shipment of Barbadoes will affect quotings. Sugar is also easier. Positively no change expected in flour. Butter is a little firmer. Eggs are about same. Potatoes are shaky, because of American embargo. Poultry is plentiful.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	0 17	0 19
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, American, mess, per bbl.	....	29 00
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 29	0 31
Cheese, new, per lb.	0 15¼	0 15½
Eggs, in case, 35c; hennery	0 45	0 56
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 15¼	0 15½

Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 80
Flour, Manitoba, per bbl.	....	6 25
Flour, Ontario, per bbl.	....	5 25
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	1 40	1 50
Sugar—		
Standard granulated	...?	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 65
Molasses, Barbados, fancy	....	0 38
Currants, 1s, per lb.	0 08	0 08½
Raisins, California, seeded	0 09¾	0 10¼
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 30	2 35
Yellow eye	3 50	3 55
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red spring	7 35	9 90

SASKATCHEWAN MARKETS.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 21	0 22
Butter, creamery, per lb.	0 30	0 33
Cheese, per lb.	0 16	0 16¼
Eggs, per doz.	....	0 34
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, per case	....	8 35
Lard, 20's, each	....	2 70
Flour and Cereals—		
Cornmeal, 24s, 67¾c; 29s, $1.20-$1.25; 10-10s, $2.55-$2.75; 49s, $1.35; 98s	....	2 44
Flour, 24s, $2.85-$3; 49s, $2.80-$2.95; 98s	2 75	2 90
Rolled oats, 10-8s, $2.35-$2.36; 20s, 55-56c; 40s, 99c-$1.00; 80s	2 05	2 10
Dried Fruits—		
Apricots, choice	....	0 19
Coffee, whole, roasted, Rio	....	0 19
Currants, gulf cleaned	....	0 08¾
Figs, natural 6's	0 05	0 08
Evaporated apples, per lb.	....	0 09¼
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09½
Prunes, 70-80, 25s	....	0 08¾
Raisins, muscatels, 50s	....	0 08¼
Raisins, muscatels, 25s	....	0 08½

IF POLICY IS TO BE CHANGED DO IT GRADUALLY.

(Continued from page 30.)

collector. I have advanced the idea that perhaps there might be friction where we had to demand or force payment; but that such friction was certainly not of our seeking, nor our fault in any particular. Those who fall in line and pay promptly do not suffer from friction—and such are the only desirable customers. And why should it not be our right to select desirable trade?

Results.

Results seem O. K. I have a nice business, largely of the pay cash kind. With very little further effort and almost no disturbance of my business I can prepare for and change to cash with moderate deliveries at practically any time. I may do it. If I do, you will know just how I am doing it.

I tell you, boys, that not cash, not credit, nor good will, nor any other constituent of an all round good business is a matter of hasty jumping.

These things are properly matters of growth and development. Even the firmament was not built in a day, let alone old Rome. We are told that it took "six days;" and those "days" are now conceded to have been some millions of years long—each! How, then, can we successfully jump at anything?

Suggestions.

I suggest that my correspondent wait awhile. Let us talk this thing over among ourselves and at some length. Let us hear from others everywhere. Let us swap opinions. Let us take a year to shape things up and then go about the work—if we then want to do so—with full knowledge and a matured plan.

And, Oh, by the way—I had almost forgotten to touch one thing. The advertising necessary is a continuous work. It must be done regularly, steadily, persistently, systematically. People do not believe all at once. Also, they have many things to think of. You must impress them, and impressions that are really worth while are of slow growth.

"Come, now, let us reason together"—really and truly. Settle down, all you readers and tell me just what and how you think. It will be worth while to all of us.



Interior Christmas display shown last year by the Prince Rupert Fish & Cold Storage Co., Prince Rupert, B.C. This was made by B. J. Bacon, who sent this photograph to Canadian Grocer.

FLOUR and CEREALS

Flour 20 Cents Per Barrel Out Of Line for Any Export Demand

Instance Where Flour Rates Across Ocean Are Five Times that of Wheat—Heavy Shipments to U. S. of Mill Feeds—Cereal Trade Very Dull.

A concrete example of tremendous handicap under which the Canadian miller has been placed by unequal ocean freight rates was furnished this week by a Toronto broker, who had received word that rate of 3½ cents per cwt. had been received on shipment of wheat, Boston to Glasgow, while 17 cents per cwt. was rate on flour for similar passage. Thus Canadian wheat at 3½ cents or so goes over and is milled, and competes with Canadian flour under handicap of five times freight rate on wheat. Small wonder, then, that early this week it was reported that cable offers for export of flour were 20 cents per bbl. out of line. Flour milled there now is product of wheat that sold 6⅝ cents below present market prices when rate was at lowest point of this year's crop.

Over 50,000,000 bushels of wheat still await English orders, but buyers there do not seem anxious now for large orders, as most of world-producing countries appear to have excellent supplies. Some talk of $1 wheat has caused Canadian and United States farmers to hold wheat on possibility.

MONTREAL.

FLOUR.—Local demand is improving daily, and millers report that business is picking up after quite a number of quiet weeks. Demand from country and local buyers is quite active, although it is only for small lots to fill actual wants. Prices remain unchanged. Export business has quieted down during week, as foreign buyers seem to have ordered pretty well, and have enough Canadian wheat for a few weeks, with the result that local millers are of opinion that export business for next few weeks will be quiet. Exports from St. John and Portland for week were 24,203 sacks, as against 24,636 for corresponding period of previous year.

	Small lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—Local demand is very fair, and colder weather has had a tendency to stimulate this to some extent. Rolled oats are leaders, as is usual. Export of rolled oats for week from St. John and Portland consisted of 2,700 cases and 4,150 sacks, as against 2,792 sacks for same period last year.

Cornmeal—	Per 98-lb. sack
Kiln dried	2 40
Softer grades	2 05
Rolled Oats—	90s, in jute.
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98-lb. sack	2 40 2 75

MILL FEEDS.—Demand for mill feeds of all descriptions is very active, and although at present time stocks are plentiful, if present demand keeps up there is bound to be a shortage. Prices remain unchanged from previous week. Export business has fallen away owing to increased demand for home consumption. Enquiries, however, are being received daily from American buyers.

Mill Feeds—	Car lots, per ton
Bran	21 00
Shorts	23 00
Middlings	26 00
Wheat moulee	27 00
Feed flour	34 00

TORONTO.

FLOUR.—Trade is very dull, both in Manitoba and Ontario wheat flours. Sales are small locally, and export is reported as absolutely off. Farmers still show tendency to hold Ontario for feed purposes, and mills are grinding very little. Prices continue far below quotation figures.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
First patent	5 30	5 00
Second patent	4 70	4 50
Strong bakers'	4 50	4 30
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
Fancy patents	4 70—4 90	4 40
90 per cent.	4 50	4 00
Straight roller	4 40	3 90
Blended flour	4 80	4 35

CEREALS.—Market again dull this week, little business being done. Prices showed no change in any line. Grocers, however, think that business will brighten up in a week or two.

Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 50
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	....	4 25
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 00
Cornmeal, yellow, 98 lbs.	....	2 35
Graham flour, 98 lbs.	....	2 60
Hominy, granulated, 98 lbs.	....	2 90
Hominy, pearl, 98 lbs.	....	2 90
Oatmeal, standard, 98 lbs.	....	2 47
Oatmeal, granulated, 98 lbs.	....	2 47
Peas, Canadian, boiling, bush.	....	2 25
Peas, Chili, boiling, per lb.	....	0 06
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90 lb. bags	....	2 25
Rolled wheat, 100 lb. bbl.	....	2 85
Rye flour, 98 lbs.	....	3 00
Wheatlets, 98 lbs.	....	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Colder weather increased demand locally for bran and shorts. Movement across border continues with regularity, as if export trade had been established for years. Prices are expected to advance if this outside demand continues strong for a week or more.

Mill Feeds—	Car lots, per ton.
Bran	22 00
Shorts	24 00
Middlings	26 00
Wheat moulee	27 00
Feed flour, per bag	1 60

WINNIPSG.

FLOUR AND CEREALS.—Domestic trade in flour is quite satisfactory but there is no improvement in export outlook.

Flour, Manitoba Wheat—	Per bbl.
Best patents	5 30
Second patents	4 60
First clears	4 20
Low grade	2 90 3 10
Jute bags, 10 cents less.	
Cornmeal, 98s	1 95
Rolled oats, 80s	1 80
Oatmeal, granulated, 98s	2 30
Wheat granules, bale, 16-60	3 25

LIKE FISH OUT OF WATER.

London Grocers Closed Down on Saturday Night—What Some of Them Did.

(From our own Correspondent.)

London, Ont., Jan. 1.—The by-law for the closing of all grocery stores at 7 o'clock went into effect last Saturday night. It was a strange sight to the citizens to see all the grocery stores in darkness on a Saturday night. Practically every store in the city, excepting a few small stores known as candy stores, were closed tight. The majority of the merchants are well satisfied with it and think the people will get educated to it. Others, again, claim they lost money by being closed up. It certainly was peculiar to see President Harry Ranahan, Gordon Drake and Aubrey Baker at a municipal meeting in the East End Hall on a Saturday night.

Other strange things to see on a Saturday night in London were Tom Shaw taking a hand in a curling match at the Thistle Club Rink; Bert Summers, of Summers Bros., enjoying a show at the Opera House, and Geo. Finnegan, a West London grocer, attending Lodge meeting—the first time in twenty-five years on a Saturday night. George is one of the oldest grocers in London and he thinks this is the best move the grocers ever made.

FRUIT & VEGETABLES

Oranges Easier After Rush; Grapes Advance $1 Per Keg

Retailers' Demand for Oranges Pretty Well Satisfied — Cranberries up in Montreal, and Lemons and Grape Fruit Drop — Cranberries Lower in Toronto—Strawberries Down to 75 Cents.

MONTREAL.

GREEN FRUITS.—Demand still keeps up for all kinds of fruits, but, of course, has fallen to some extent after Christmas demand had been satisfied. Present demand, though, is a little better than seasonable. Price changes for week were considerable. Cranberries took quite a jump, and Cape Cods are now quoted at $12 per barrel. California grapes also jumped $1, and are now quoted from $4 to $4.25. Lemons have declined 50 cents, while oranges also show a slight decrease, Mexicans dropping 10 cents, while Californias dropped 50 cents. Pineapples have increased since last week, and are now ranging from $4 to $4.75, according to size.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 00
Baldwins, Greenings and Russets, No. 2's	....	4 25
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	....	6 00
King	....	5 00
No. 2s, all grades, 75-$1 less than No. 1s.		
Fameuse, bbl.	7 00	8 00
Spies, No. 1	....	6 00
Spies, No. 2	....	4 50
Bananas, crate	2 00	2 25
Cap Cod cranberries, bbl.	....	12 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, Jamaica, case	4 00	4 25
Lemons—		
Extra fancy, 300 size	....	4 00
Fancy, 300 size	....	3 50
Oranges—		
Valencias—		
420 size	....	4 75
714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150-176-200-216-250	....	2 25
California navels, 126-150-176-200-216-250	2 75	2 50
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 25
Pineapples—		
24 size	....	4 75
30 size	....	4 50
36 size	....	4 00

VEGETABLES.—Demand for all lines is only for supplies to fill actual wants. Week has been a quiet one, and prices have been maintained, with but one exception, that being Spanish onions, which declined 25 cents, and are now quoted at $2.75 per case.

Cabbage, per doz.	0 35	0 50
California celery, crate	5 75	6 50
Cucumbers, Boston, doz.	1 75	2 25
Egg plant, crate, 2 doz.	....	5 00
Garlic, per lb.	....	0 10
Onions—		
Spanish, per case	....	2 75
Spanish, half case	....	1 75
Red Danvers, 75-lb. bag	....	2 50
Peppers, green, 11-qt. bkt.	....	1 00
Peppers, red, 11-qt. bkt.	....	1 50
Potatoes—		
Green Mountains and Quebecs, bag	0 90	1 00
Potatoes, sweet, per bbl.	....	4 25
Potatoes, sweet, Jersey, hpr.	....	1 25
Turnips, Quebec, bag	....	1 00
Tomatoes, hothouse, per lb.	....	0 20
California wax beans, crate	....	6 50
California string beans, crate	....	7 00
Brussels sprouts, quart	0 25	0 30

TORONTO.

GREEN FRUITS.—Trade in oranges this week is dull, owing to fact that most dealers got stocked up for Christmas, and any orders coming in are small repeat orders. Few shipments are arriving, as many packing houses closed down for holiday. Prices remain about same, although there is naturally an easier feeling, and some Mexicans are down to $1.75. Messina oranges for marmalade are expected to arrive within two or three weeks. Last year they were on market by January 24th. Some Sevilles will also come in. Local market in apples is dull, reason being that retailers are still supplied by farmers. Hence there is scarcely any demand on wholesalers. Cranberries are slightly easier, best being obtainable for $10, as against $10.50 last week. Strawberries have declined from 90c to 75c, which is 25 cents less than two weeks ago. Jamaica grapefruit is easier at $3.75-$4. Floridas remain firm.

Spies, hand picked, barrel	4 00	5 00
Other varieties, winter apples, No. 1s	2 50	3 00
Other varieties, winter apples, No. 2s	2 00	2 50
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, $2.50; extra	....	2 75
Bananas, per bunch	1 65	1 90
Cranberries, long keepers, box $3.75, bbl.	9 75	10 00
Grapefruit, Jamaica, case	3 75	4 00
Grapefruit, Florida, case	4 50	5 25
Grapes, Malaga	7 50	8 00
Grapes, hot house, lb.	....	75
Oranges—		
California navels, 126's-216's	3 00	....
California navels, 216's-250's	....	2 75
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Mexicans	1 75	2 00
Lemons, Messina, 300's, new	3 50	3 75
Pineapples, Floridas	3 50	4 00
Strawberries	....	0 75

VEGETABLES.—Hothouse tomatoes are a little higher this week, being quoted at 25-27 cents per lb. Green onions are now readily procurable at 25 cents a dozen for Canadian grown and 60 to 65 cents for American. Canadian Brussels sprouts are selling at 15 cents; imported at 20c. Turnips have fallen 10 cents a bag, the best being obtainable at 50 cents. Potatoes are firm around $1.05, while many wholesalers are asking $1.10 for New Brunswick, Delawares.

Beets, Canadian, per bag	....	1 00
Brussels sprouts, quart	0 15	0 20
Cal. cabbage, case	0 85	1 00
Carrots, Canadian, bag	0 85	1 00
Cauliflower, dozen, large	1 50	1 75
Cal. celery, case	....	5 50
Parsnips	....	1 00
Potatoes, New Brunswick, per bag	1 05	1 10
Sweet potatoes, kiln dried, hamper	....	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	....	3 00
Large cooking, bag	....	2 00
Green, doz., Canadian, 25c; U.S.	0 60	0 65
Tomatoes, hothouse, lb.	0 25	0 27
Turnips, bag	....	0 50

WINNIPEG.

FRESH FRUITS & VEGETABLES.—Navel oranges are now cheaper than for some time. Other lines are steady. Ontario apples are becoming scarce. Some early lines of strawberries will be on the market shortly.

Florida grape fruit, case	....	5 75
Apples, box	2 50	3 25
Apples, Ontario, bbl.	5 00	6 00
Cranberries, Cape Cod, bbl.	....	10 50
Potatoes—		
Farmers' loads, per bushel	....	0 65
Car lots	....	0 60
Malaga grapes, kegs	6 00	8 00
Cocoanuts, dozen	....	1 25
Washington pears, crate	....	3 25
Bananas, per bunch	2 50	3 50
Californian lemons, crate	....	9 00
Messina lemons	....	6 50
Evaporated cranberries	....	3 50
Imported honey, box	....	6 50
Valencia onions, 140-lb. crate	....	3 75
Navel oranges, case	3 00	3 50

OFFICERS OF C.T.A.

The annual meeting of the Commercial Travellers' Association of Canada in St. George's Hall, Toronto, on Friday last was not very largely attended. The report of Treasurer E. Fielding, showed that the membership had considerably increased during the past year. While the funds show a net surplus of $989,-951, an increase of $91,293.

It was urged that the government should be asked to better the conditions in small cities with regard to hotel accommodation. Northern Ontario was especially complained of in respect to poor hotel accommodation. A member of the board of directors promised that their actions during the coming year would be influenced by this discussion.

The following were elected to the Toronto Board of Directors: John Everett, Alex. Cook, Walter Moore, C. J. Silver, C. J. Tuthill, Harry Dodgson, R. G. Hector, J. W. Chambers, A. C. Rogers.

Hamilton Board—C. C. Smye, A. F. Hatch, H. G. Wright (seventeenth time), M. P. Malone, P. A. Somerville, George Matheson.

Montreal Board—George Dawson.

The officers are:—S. H. Sterling, president; J. G. Cane, first vice-president; G. W. Moore, third vice-president, and E. Fielding treasurer, all re-elected at the nomination meeting a week previous.

PRODUCE & PROVISIONS

Storage Eggs Jump Three Cents With Advance in Chicago Prices

Situation in Ontario Looking Serious—Fresh Laid Still Coming in Slowly—Montreal Must Import in Few Days—Fresh Butter Very Firm —Drop in Poultry in Montreal.

Once again egg situation becomes serious. Three weeks ago importation of eggs from Chicago relieved scarcity in Ontario, where storage stocks were being depleted, and as outside stocks could be bought and delivered at existing quotations, steady advance in storage was stopped. It was given as opinion then by Canadian Grocer that moment Chicago eggs advanced or declined again Toronto storage would follow suit. For two weeks both remained as they were; but this week Chicago stocks looked too low for safety and up jumped prices to 31 cents, an advance of four cents or 34 cents laid down in Toronto. Storage eggs here at once went up to 35 and 36 for straights and 38 to 40 for selects, three cents advance. Reports from across border indicate that Canadian supplies may be cut off at any time and quantity of fresh laids coming in are nothing like sufficient to satisfy demands. Only favorable condition is that large section of public seem determined to hold off for lower prices so that same quantity are not called for as few weeks ago. Montreal stocks are very low and in a few days it is expected dealers there will start importing.

At meeting of Toronto Produce Exchange this week storage eggs, straights, sold at 34c and new-laids at 43c. [illegible] offerings were:—

BUTTER—Dairy, 44 box solids, 24c, not sold; creamery, 50 box solids, 27, not sold.

EGGS—25-30 storage, 34c, sold; 25-30 storage, 35c bid, 34c; 10 cases new laids, 43c, sold; 20 cases new laids, 45c, bid, 40c; 15 cases splits and No. 2's, 37c, not sold; 34c bid on April and May storage, f.o.b.

CHEESE—50 large Sept., Col. Parf., 14⅛c, not sold; 50 large, 1912, do., 14⅛c, not sold; 50 twins, Oct., do., 14¼c, not sold; 50 twins, Nov., do. 14⅛c, not sold; 50 twins, 1912, do 14¼c, not sold; 50 trip., 1912, do, 14¼c, not sold; 25 Stiltons, 1913, do, 15⅛c, not sold.

MONTREAL.

PROVISIONS.—Demand for smoked meats has been fairly quiet during past week due to Christmas festivities. Prices of all lines, however, have ruled fairly steady and do not show any change. Lard seems to be fluctuating daily and although some dealers are selling a little cheaper others are still holding prices up. Demand for dressed hogs is very firm, they being quoted at 13.25 to 13.50 for abattoir fresh killed.

		Per lb.
Hams—		
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 20	0 21
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 28½
Hams, roast, per lb.	29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, no. smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	30 00
Heavy short cut clear	....	30 00
Clear fat pork	....	28 00
Clear pork	....	26 50
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—		Per cwt.
Live, f.o.b.	....	9 25
Live, fed and watered	....	9 50
Dressed, abattoir killed	13 25	13 50
Dressed, country	12 00	13 00

BUTTER.—LOCAL demand is much the same as in previous weeks with same prices ruling. There is no New Zealand butter in sight yet and it is not thought that there will be any for some time to come as it would cost about 31 cents to lay that butter down here. Reports from middle west are to effect that there will not be any requests for some time to come, but as supplies on hand are limited this is not affecting local market.

		Per lb.
Butter—		
Creamery prints, fresh	....	0 31½
Creamery solids	....	0 30
Dairy, prints or solids	....	0 25
Separator, prints or solids	0 24½	0 25½

EGGS.—Local dealers have at last brought price of eggs down and are now selling them at 50 cents for fresh laid. There is a report in circulation to effect that stocks are very low in cold storage houses and that we will soon have to look to American centres for our supplies. This of course was looked for and reported in this paper some time ago. A report from a leading Toronto house is to effect that there stocks are almost exhausted. There will not be a further decrease in opinion of one of local produce men until new production starts in as stocks are too low to warrant this.

Eggs, case lots—	Per	dozen.
New laids	....	0 50
Selects	....	0 38
No. 1's	....	0 34
No. 2's	....	0 28
Splits	....	0 25

CHEESE. — Local demand is much same as usual with orders being received to fill actual wants. Export trade has taken a halt and may be termed a waiting one as reports by cable are to effect that enquiries will be made after New Year for Canadian cheese.

Cheese, White or Colored—	New.	Old.
Large	0 14	0 15
Strong	....	0 16—0 17
Twins	0 14½	0 15
20 lb. new	0 15—0 15½	....
Stilton	.. .	0 17

HONEY.—As is usual demand is limited and may be termed "hand-to-mouth." This of course is seasonable as there is never any great demand for honey. Same prices rule.

Honey—	White Clover per lb.	Buckwheat per lb.
Barrels	0 12	0 09
Tins, 60 lbs.	0 12¼	0 09½
Tins, 30 lbs.	0 12½	0 09¾
Comb, 13-14 oz. section	0 20	0 15—0 16
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.—Demand for all lines of poultry, although reported to have fallen off is still very brisk. Turkeys and chickens are coming down in price and some retailers who bought in large quantities are forced to sell under cost price in order to avoid total loss. Provision houses are quoting turkeys anywhere from 20 to 24 cents per pound according to quality. All other prices remain unchanged.

Fresh stock—	Live.	Dressed.
Broilers, per lb.	0 22—0 24	....
Broilers, per pair	.....	1 25
Ducks, milk fed	0 16—0 18	0 22—0 24
Ducks	0 13—0 15	0 14—0 17
Fowl	0 11—0 12	0 17—0 18
Geese	0 10—0 12	0 13—0 14
Turkeys, spring	0 15	0 20—0 24
Turkeys, old Tom	0 15—0 16	0 18

TORONTO.

PROVISIONS.— Continued advance in price of hogs will likely affect pork products soon. Reason this has not done so already is that during this holiday season poultry is a more popular article of diet and has temporarily displaced provisions. After New Year's, however, higher prices may be looked for in sympathy with firming of hogs.

Hams—		
Light, per lb.	....	0 18½
Medium, per lb.	....	0 18
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 22	0 23
Boneless, per lb.	$ 24	0 25
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	....	0 19
Roll, per lb.	....	0 15½
Shoulders, per lb.	....	0 14½

Pickled meats—1c less than smoked.

Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	....	0 27
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 21
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb	....	0 14
Tubs, 60 lbs., per lb.	....	0 14¼
Pails, 20 lbs., per lb.	....	0 14½
Tins, 3 and 5 lbs., per lb.	....	0 15¼
Bricks, 1 lb., per lb.	....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10½
Tubs, 60 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
F. O. R., live, per cwt.	8 50	8 75
Live, fed and water, per cwt.	8 80	9 00
Dressed, per cwt.	12 00	12 25

BUTTER.—Butter market this week has remained firm with but little change. Not much fresh butter is coming in but there is considerable storage butter on hand sufficient for all demands. Separator prints command from 28 to 30 cents.

Butter—		
Creamery prints, fresh made	0 31	0 33
Creamery prints, storage	0 28	0 29
Creamery solids, storage	0 26	0 27
Dairy prints, choice	0 23	0 25
Dairy solids	0 20	0 23
Separator prints	0 28	0 30

EGGS. — Great scarcity of storage eggs at Chicago caused an advance of approximately four cents during week and as result selects sold in Toronto at 38-40 cents, and No. 1's at 35-36 in place of 36 and 33 respectively. Pullets not being affected yet by cold weather, small supplies of new laids kept coming in, and prices remained about same as last week with tendency to be firm. Buyers are complaining that every shipment contains considerable proportion of small eggs which cannot command ordinary "fresh laid" prices.

	Per dozen.	
Eggs, case lots—		
Strictly new laid, in cartons	0 45	0 46
Storage, selects	0 38	0 40
Storage, No. 1 stock	0 35	0 36
No. 2's	....	0 28
Splits	0 27	0 28

CHEESE.— During week cheese remained very firm, new stock advancing ¼ cent, to 15 cents for large and 15¼ for twins. Prospects for continuance of export demand at good prices look bright.

Cheese—		
Old, large	....	0 15¼
Old, twins	....	0 15½
New, large	....	0 15
New, twins	....	0 15¼

POULTRY. — Poultry prices have continued much the same as during Xmas week. Demand showed natural falling off while supplies kept up. Only factor that holds market at present prices is that large proportion of stock is poor which enables dealers to get good prices for first-class stock. Geese and ducks continue rather scarce but turkeys and chickens are plentiful.

	Live.	Dressed.
Fresh Stock—		
Broilers, spring	0 13	0 14—0 16
Ducks, spring	0 11—0 12	0 12—0 15
Fowl	0 10—0 11	0 12—0 13
Chickens, lb.	0 12—....	0 13—0 15
Geese	0 10—0 12	0 12—0 14
Turkeys, spring	0 15	0 19—0 20
Turkeys, old Tom	0 14	0 16—0 18

HONEY.—After holiday purchases of sweets are out of way demand for honey is expected to improve for small package goods. Prices continue same as they have been for several weeks.

Clover, bbls., per lb.	0 09½	0 10
60, 30-lb. tins, per lb.	....	0 10
10, 5-lb. tins, per lb.	0 11	0 12
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 40	2 75

WINNIPEG.

PRODUCE AND PROVISIONS.—Hog products have had a substantial decline in sympathy with the lower prices of hogs. Creamery butter is firm; dairy butter cheaper; eggs about same as last week.

Cured Meats—		
Hams, per lb.	0 14	0 18½
Shoulders, per lb.	....	0 12
Bacon, per lb.	0 17½	0 21
Long clear, D.S., per lb.	....	0 12½
Mess pork, bbl.	....	27 00
Lard—		
Tierces, per lb.	....	0 13
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02
Butter—		
Creamery, per lb.	0 30	0 33
Dairy, per lb.	0 22	0 25
Cheese—		
Ontario, large, per lb.	....	0 15¼
Ontario, twins, per lb.	....	0 15¾
Eggs—		
Good eggs	....	0 28
Fresh gathered	0 40	0 45

BAN ON SPRING SCALES OF CERTAIN TYPES.

(Continued from page 27.)

ber 17, 1898, be repealed, and the following substituted therefor:—

(1) On and after the date of this Order in Council, Computing Scales shall be verified both as to the accuracy of the weighing machine proper and also as to the accuracy of the money valuations.

(2) If the scale satisfies the conditions provided by the regulations for its special class, the computing chart shall be tested through a complete range of money valuations.

(3) The indicating line shall not exceed 1-32 inches in thickness nor be distant from the chart more than 1-16 inches, or such that by shifting the eye to either right or left, up or down, an appreciable error in the reading will result.

(4) A computing chart in which there is more than one figure of the same denomination in the same column or row at a given price per pound shall not be stamped.

(5) The lens or magnifying glass must be wide enough to give a clear view of at least three money value indicating lines in that column or row showing the lowest price per pound.

(6) The minimum space between one-cent graduations shall not be less than 1-32 inches, and all money values up to and including 35 cents per pound shall give 'cent' valuations; over 35 cents per pound the minimum space between consecutive graduations must not exceed 5-cent valuations.

Testing.

"The money values shall be tested through the entire range of valuation at each pound-weight graduation and at each aliquot division of the pound, that is, at the ¼, ½, and ¾ marks.

"If the scale and computing chart are both found correct, the machine shall be stamped, and the certificate shall certify to the correctness of both.

"If the scale is correct, but the computing chart incorrect within the provisions of these regulations, the chart alone shall be condemned by means of an adhesive or other rejection seal provided by the Department. If the owner or user objects to such labelling of the chart, then the machine shall be tagged and sealed with the usual rejection label and its use forbidden.

"The provision of this Order in Council shall apply to all computing scales submitted for original verification after the date hereof; but nothing contained herein shall affect the periodical inspection of computing scales duly admitted and inspected prior to the coming into force of this order in council, but no such scale shall be reinspected after fundamental repairs unless the chart is also made to pass inspection."

CALENDARS FOR 1914

The 1914 calendar received from C. E. Choat & Co., grocery brokers, Halifax, N.S., is one of large proportions. It is some 2 feet and a half long by 2 feet in width, with figures an inch and a half deep. The illustration is a unique conventional design, simple, but attractive.

The 1914 calendar of Laporte, Martin, Limitee, wholesale grocers, is another of those with the large figures one can see at a distance. The illustration shows the large establishment of this firm surrounded by attractive lettering of the firm's name and address.

Canadian Grocer is in receipt of a handsome calendar from Kearley & Tongue, tea dealers, London, England. The illustration is entitled, "In Pensive Mood," and shows a beautiful maiden admirably illustrating that title. Instead of giving the months one beneath the other, they are shown below the picture, and distributed attractively over the face of the calendar.

"Monarch of all he Surveys," is the title of the appropriate calendar of W. Hanna & Co., general merchants, Port Carling, Muskoka, Ont. This shows a beautiful Muskoka scene—the miniature lake surrounded by trees, rocks and shrubbery, among the hills — and a handsome buck deer "spreading his nostrils to the wind," and taking in the scenery. The illustration is aptly bordered with paper imitating the bark of a tree.

FISH AND OYSTERS

Oysters Advanced in Montreal; No Change in Toronto Prices

Ten Cents Per Gallon Increase, but Ontario Dealers Will Not Meet Rise at Coast—Stocks in Montreal Accumulating and Prices May be Easier—Brisk Holiday Trade.

MONTREAL.

Outside a few lines of fish, which are specially adapted for holiday festival trade, rest of list is pretty quiet just now, which is not unusual for this time of year. Stocks in first hands are accumulating some, and when market is opened again for business after New Year, impression is that prices will be easy. In frozen fish lines, tommy cods and smelts are not over plentiful, due to lack of stiff weather when fish was looking for spawning grounds, but when schools start back to get the sea again, as it is customary, large hauls may compensate for present deficiency. Halibut and salmon are expected to move cautiously, as far as prices are concerned. Large holders anticipate a good demand, and prices will hold if season is long and suitably cold.

All kinds of smoked fish are steady, with prices the same. Eastern fishing of haddock and codfish is not very promising, but as demand is not very large, it is expected that fish will be stored in large quantities to meet all requirements at reasonable prices. Trade is confident, though Lent is late, that there will be a good volume of fish of all kinds going into consumption right along, due to high cost of fresh meats, eggs and so forth. Trade in bulk and shell oysters, clams, lobsters, scallops and shrimps is active and prices maintained.

Shell Fish, Fresh—		
Clams, per barrel	....	9 00
Lobsters, live, per lb.	....	0 25
Lobsters, boiled, per lb.	....	0 28
Oysters, bulk, standards, per gal, $1.40, Selects	....	1 80
Oysters, solid meat, standards, per gal., $1.70; selects	....	2 00
Oysters, Cape Cod, shell	....	9 00
Oysters, Malpeques, shell	8 00	9 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 50
Shrimps, per gal.	....	2 00
Frozen Fish—		
Haddock, per lb.	0 04½	0 05
Halibut, per lb.	0 09	0 10
Herring, per 100 fish	1 60	1 70
Pike, per lb.	0 07	0 08
Smelts, fancy, per lb.	0 13	0 15
Trout	0 11	0 12
Smelts, No. 1, per lb.	0 10	0 11
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 11	0 12
Prepared Fish—		
Boneless fish, 20 lb. boxes	0 06	0 07
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07	0 08
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinless, per 100 lb. box	6 50	7 00
Cod, dried, per 100 lb. bundle	....	7 00
Pollock, dried, per 100 lb. bundle	....	6 50
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	....	9 00
Cod, green, white napes, per 200-lb. bbl	9 50	10 00
Haddock, No. 1 green, per 200 lbs.	....	8 00
Herring, Grape, No. 1, ½ bbls., $2.75; bbls.	...	5 50
Herring, N. S. per ½ bbl.	....	3 00
Herring, N.S., per bbl.	....	5 75
Herring, Holland, per keg, 75c; per ½ bbl., $5.50 to $6.50; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $3.25, bbl.	....	5 75
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	7 50	8 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.00; bbl.	....	12 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	14 00	15 00
Trout, lake, kegs	....	7 00
Smoked Fish—		
Haddies	0 07½	0 08
Fillets of haddie	0 10	0 11

TORONTO.

FISH.—Christmas and New Year's trade in fish and oysters was brisk. Colder weather which set in before Christmas undoubtedly stimulated public's appetite, and orders from dealers and hotels and restaurants were considerably larger than they have been so far this season. Lake herring, both frozen and salted, are a little more plentiful. Lobsters are rather easier, some large shipments to one wholesaler bringing prices down to 40 cents. Increase in oysters, anticipated by one or two local jobbers, is not likely to take place this season. At time possibility of this was mentioned in Canadian Grocer, it was pointed out that several wholesalers had practically guaranteed that their prices would hold for whole season, and now it has been pretty well decided that wholesalers will absorb increase made by growers without making any change in retail price.

Frozen Fish—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	....	0 12
Sea herring, large, each	....	0 02½
Lake herring, 100-lb. bags	....	3 50
Halibut	0 09	0 10
Salmon, Qualla	0 09	0 10
Salmon, Cohoe	....	0 12
Trout, per lb.	....	0 10
Eels, per lb.	....	0 11
Fresh Caught—		
Blue fish, lb.	0 14	0 16
Frogs legs, lb.	....	0 65
Haddock, per lb.	....	0 08
Herring, per lb.	0 07	0 08
Lobster, live, lb.	....	0 40
Lobster, boiled, lb.	....	0 40
Mackerel, weighing 1½-3 lbs. each	0 15	0 25
Perch, lb.	0 06	0 07
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	....	0 08
Smelts, extra	....	0 16
Smelts, No. 1, per lb.	....	0 12
Steak, cod, per lb.	....	0 09
Flounders	....	0 06
Smoked—		
Ciscoes, boxes, 15 lbs.	....	1 80
Fillets of haddie	....	0 12
Finnan haddie, per lb.	....	0 09
Halibut, 25 lb. boxes, per lb.	....	0 20
Kippers, new, box of 40 and 50	....	1 25
Bloaters, box of 60	....	1 25
Digby herring, per bundle	....	0 75
Digby fillets, 10 lb. boxes	....	1 30
Prepared—		
Shrimps, 1 gal. cans	....	1 25
Shrimps, 2 gal. cans	....	2 40
Shrimps, 4 gal. cans	....	4 60
Cod, quail on toast	0 07	0 07½
Cod, steak	....	0 09½
Cod, Imperial, 25 lb. pak	0 06	0 07
Salted and Pickled—		
Holland herring, milkers, 85c; mixed	...	0 75
Herring, Labrador, bbl.	6 25	6 50
Herring, Labrador, half barrel, 20 lbs.	....	3 50
Herring, sea, pails	1 25	1 50
Herring, lake, pails, 100 lbs.	....	3 75
Mackerel, pail	....	2 25
Oysters, bulk—		
New York counts, gal.	....	2 00
Extra selects, gal.	1 90	1 95
Straights, gal.	1 65	1 75
Oysters, Shell—		
Malpeques, bbl.	11 00	12 00
Torbays	11 00	12 00
Rockaways	8 50	9 00
Blue Points	8 50	9 00
Oyster Bay counts	8 00	8 50

HALIFAX, N.S.

FISH.—Christmas week is always dull week in fish trade, and last one was no exception. Receipts were very small, and demand light. There were practically no large catches landed, nearly all inshore vessels making for their home ports to spend the holiday.

There was some activity in local retail trade, principally for oysters and lobsters, demand for latter being good. Most of lobsters offered for sale were very small, but there was sufficient to fill all orders. Smelts are unusually scarce this season. There is a good supply of salt mackerel in dealers' hands.

WINNIPEG.

FISH AND POULTRY.—Fish prices are unchanged. In poultry, ducks have been in good demand and are stiffer in prices. Stocks of dressed poultry are ample.

Fish—		
Codfish	....	0 10
Halibut	....	0 12
Pickerel	....	0 08
Salmon	....	0 14
Trout	....	0 12½
Whitefish	....	0 08½
Oysters—		
Imperial gallon	....	2 25
Large tins, 4 1-6 gals.	....	10 50
Cured—		
Holland herrings, keg	0 60	0 65
Holland herrings, keg	0 65	0 71
Salt mackerel, kits	....	2 75
Poultry (live)—		
Chickens, per lb.	....	0 12
Turkeys	....	0 15
Geese	....	0 10
Ducks	....	0 12
Poultry (dressed)—		
Fowl, per lb.	....	0 13
Chickens, per lb.	....	0 16
Turkeys, per lb.	0 20	0 20
Ducks, per lb.	....	0 16
Geese, per lb.	....	0 14

Members of the Ottawa Retail Grocesr' Association will make an attempt to have certain sections of the Pure Food Act changed at the coming session of Parliament. T. W. Collins, secretary of the association, explained that if an impure article sold by retail merchants was marked pure, they had to accept it as such and never know the difference until the inspector comes along, takes a sample, and in a few days the grocer is summoned in the police court and heavily fined for selling impure food. The act plainly states, he says, that it is up to the grocers and not to the manufacturers. The retailers will make an effort to have this condition of affairs changed in the interests of the retail trade throughout Canada.

BENGER'S Food

Copyright Design.

For INFANTS, INVALIDS and the AGED.

GOLD MEDAL AWARDED

Health Exhibition, London, Adelaide and Melbourne.

The "LANCET" describes it as:
"Mr. Benger's admirable preparation."

The "BRITISH MEDICAL JOURNAL" says:
"Benger's Food has by its excellence established a reputation of its own."

Circulars & Showcards on application.

Benger's Food and other Preparations may be obtained through all Wholesale Jobbers in Canada.

BENGER'S FOOD, LIMITED,
Otter Works, ——— MANCHESTER, Eng.

199 C

Those Who Know

Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

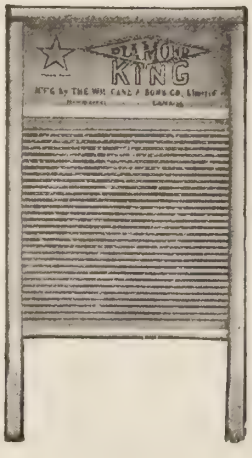
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.





QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 55
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	$ 2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 65
Grape	1 55

Marmalade.

Orange jelly	1 65
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

There are thousands more like this retailer

We recently wrote a prominent Eastern Ontario Retailer asking if he had read a certain advertisement. Here is his reply—

The man who does not advertise has no influence with any of our buyers. Why? Because the advertiser gets the business. We buy thousands of dollars worth of goods through advertising every year and sell thousands of dollars worth of goods each year *to people who read our ads*. People these days cannot afford to put money into businesses, secure good help, give good service, splendid stocks, etc., and then sit down and wait for people to buy. You've got to advertise, then advertise again and keep at it continuously. If you advertise well, have the goods, exactly as advertised, change every issue, of course you must win out.

The name of this retailer may be had on request.

CANADIAN GROCER

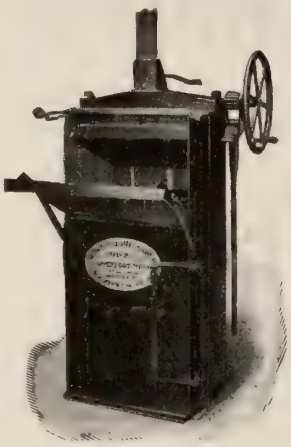
143 University Ave., Toronto, Ont.

Dont Burn Waste Paper —Sell It For Cash!

The safe, sanitary and *profitable* way to dispose of waste paper, rags, straw, etc., is *SELLING IT FOR CASH.* This is best accomplished by storing and baling it in a

ALL STEEL Schick FIREPROOF

BALING PRESS



A Davenport Press means an end to the unsightly rubbish pile—it saves wasting space—it removes a serious fire risk—it represents a source of steady income—it soon saves its cost. The *HOW* and *WHY* are in the catalog No. 9 —ask for a copy.

Davenport Mfg. Co.

DAVENPORT, IOWA,

The Elgin Coffee Mill

Is made in all styles and classes to suit all requirements.

THE FIRST COST IS THE ONLY COST

The saving in the initial expense is only the beginning — there is no overhead expense for operation. A few turns and the coffee is ground, runs easily, grinds perfectly.

Ask any of these jobbers for our illustrated catalog.



HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
MONTREAL—The Canadian Fairbanks Co. (and branches).
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
FERNIE, B.C.—The Western Canada Wholesale Company, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY **Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 80
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Prenuum No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-3 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅛	0 25	0 30
1 and ½	0 32	0 40
1 and ⅛	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 50
4 oz. (all flavors) doz.	3 50

ROYAL



BAKING POWDER

Absolutely Pure

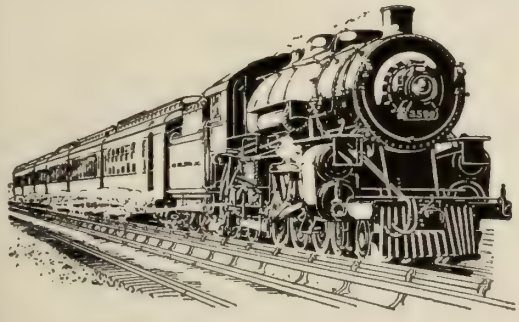
The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE



Every train brings more people to this fast-growing Western country

Every day new demands show up for Eastern products, new channels for your goods. There is need for your products and the money is here for you. Why not share in the Western sales and turn your goods into Western gold?

Mr. Manufacturer, Mr. Importer, Mr. Producer, whether you are in Eastern Canada, United States or Europe, if your goods can be sold in Canada we will guarantee to sell them in the West. Our highly efficient sales force covering every inch of the Western territory and with our six immense warehouses in the leading centres we guarantee to give you a perfect service.

This is your opportunity. Write for particulars and terms. Don't delay.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

HEAD OFFICE: WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

RONUK POLISHES

RONUK FLOOR POLISH

RONUK FURNITURE POLISH

RONUK SHOE POLISH

APEX METAL POLISH

There is a Ronuk Polish to meet every Polish need.——Floor Polish, Leather Polish, Metal Polish, etc.——each one is the result of scientific study——each is the best polish that it is possible to produce.

That is why Ronuk customers will be permanent friends to your store——because they will be perfectly satisfied with Ronuk.

Ronuk is being extensively advertised——**you** should be one of the dealers to stock it——it will mean more business for you.

For information, prices, etc., write——

RONUK LIMITED

Factory, Portslade ENGLAND — 91-93 Youville Sq. MONTREAL

53 Yonge Street, TORONTO

The Brantford SHOWALL Window Fixtures

beat the world for grocery selling

WRITE NOW FOR MEASUREMENT FORMS & FULL PARTICULARS

Brantford Showall Window Fitting Co

BRANTFORD ONTARIO

See full page advertisement, page 181, October 10th issue.

5 oz. (all flavors) doz. 4 50
8 oz. (all flavors) doz. 6 50
16 oz. (all flavors) doz. 12 00
32 oz. (all flavors) doz. 22 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Ammonia Powder—	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25

Baking Powder—	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40

Chocolate—Unsweetened—	
10c cakes, boxes 2 doz.	0 90
	Per lb.
½ lb. cakes, boxes 6 lbs.	0 32

Cocoa—	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35

Coffee—	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32

Cream of Tartar—	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40

Custard Powders—	
10c pkgs., cases 3 doz.	0 90

Flavoring Extracts—	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00

Flour—Potato—	Per doz.
Cases 2 doz.	1 20

Icings, Prepared—	
10c pkgs., cases 3 doz.	0 90

Mustard, D.S.L.—	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90

	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36

Rice, Special Grain—	Per doz.
Cases 2 and 4 dozen	0 90

Shaker Table Salt, free running,	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" BRANDS COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40
5c pkgs., cases 50s	1 90

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" BRAND CEYLON TEA.

	Per lb.
25c black, green or mixed, 1 lb.	0 20
25c black, green or mixed, ½ lb.	0 21
30c black, green or mixed, ½ and 1 lb. pkgs.	0 24
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55

	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
	Per case.
"Piccaninny" brand pancake and	

LAPORTE, MARTIN, LIMITED. Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 60½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES. BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p. Motts Golden Russett.	5 00
Sparkling Cider, 12 qts.	4 80

California Navel Oranges

Remember, we are the leaders in high-class Navel Oranges.

For Xmas and present selling, quality and color perfect. Also Florida, Mexican and Jamaica Oranges.

Fresh car Cocoanuts.

White & Co., Limited

TORONTO and **HAMILTON**

Navel Oranges

Are you going to get a big share of the sale of navels in your locality between now and May?

You will if you go after the trade in the right way and that way is to give your people the very best orange grown—the kind they will eat and come back and ask for more.

This is the kind you will get from us. Our Oranges are all the very best grades put up and are guaranteed to give satisfaction in every way.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

ESTABLISHED 1861

Guelph and North Bay

WE thank you for the business you gave us during the closing year and wish you Happiness and Prosperity in the year to come.

F. W. FEARMAN CO.
LIMITED

Curers of the Star Brand Hams and Bacon.

HAMILTON

MINCE MEAT

It is impossible to make anything better than

Wethey's "Home-Made"

It is positively the highest grade mince meat on the market and is sold at a most reasonable price.

We are pleased to quote.

J. H. WETHEY, Limited
St. Catharines, Ont.



Brunswick Brand Sea Foods

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNOR BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Victoria, B.C.



Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens o. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5 10, 30 lbs. (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case	7 6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, et 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 85

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 llbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamell (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 00
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06

KING OSCAR SARDINES



By Special Royal Permission.

These zesty Norwegian Sardines hit the popular taste wherever they are introduced. Being widely advertised the dealer has little trouble in making the initial sale, and the first sale makes for more sales. The people enjoy the deliciousness.

Ask your wholesaler.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, - CANADA

Two Reasons

Why you should order

MATCHLESS LIQUID GLOSS

The IMPERIAL OIL COMPANY Ltd. — LIGHT HEAT POWER LUBRICATION — LIMITED

It suits your customers. Matchless Liquid Gloss is a first class article that does all that is claimed for it. It cleans and disinfects as well as polishes. It is unequalled for furniture, pianos, hardwood floors, automobile bodies, linoleums, etc. That means a steady trade and repeat orders.

It suits you. Matchless Liquid Gloss is a first class seller. It gives you a good profit, and keeps moving all the time. Put up in lithographed tins; also in barrels and half-barrels.

Write any of our agencies

THE IMPERIAL OIL COMPANY, Limited

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon

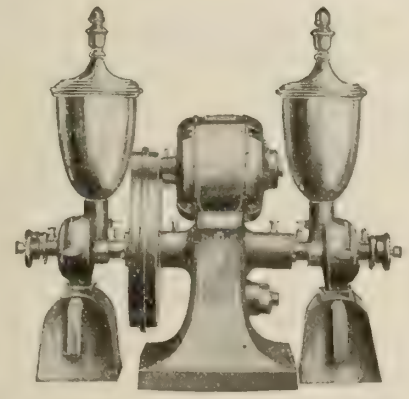
Mr. Grocer—

Do you know how many of your customers go elsewhere to buy their coffee because you do not grind it the way they want it ground?

Install a HOBART ELECTRIC COFFEE MILL and get a quick answer.

Hobart
REG U.S. PAT. OFF.

stands for---



The Best, Quick, Up-to-the-minute Service.

Willing coffee-selling clerks, because it is easier for them to snap the button than to grind away on an old hand mill.

Increased sales, therefore increased profits.

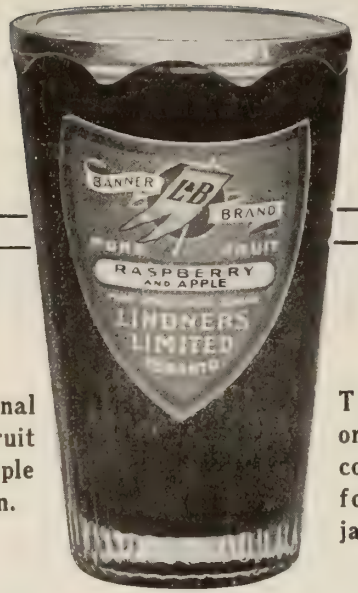
Satisfied customers.

HOBART builds Electric Coffee Mills to suit every need.

Write to-day for Catalog. It is free.

The Hobart Manufacturing Co.

105 Church St., Toronto, Ont.



The original pure fruit and apple jelly jam.

The new original container for L. & B. jams.

SUCCESS

L. & B. Banner Brand jams and jelly in the new tumbler have proved a brilliant success and sales have exceeded our expectation.

We have been obliged to increase our capacity to take care of the ever-increasing orders for this popular line and wish to emphasize the fact that Banner Brand jams and jellies contain nothing but pure fruit and best granulated sugar and never fail to please. Banner Brand jam and jelly in tumblers packed 2 doz. to the case.

LINDNERS LIMITED

340 Duffenin St., TORONTO

Phone Parkdale 2985

REPRESENTATIVES

The Amos B. Gorden Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, N.B.; W. H. Lyne Usher, Halifax, Nova Scotia, and Prince Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; Western office at Winnipeg.

BANNER L&B BRAND

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—

Canada Laundry—

Boxes about 40 lbs. ..... .06

Acme Gloss Starch—

1-lb. cartons, boxes of 40 lbs..... 06½

First Quality White Laundry—

3-lb. canisters, cs. of 48 lbs. ..... .07

Barrels, 200 lbs ..... .06½

Kegs, 100 lbs. ..... .06½

Lily White Gloss—

1-lb. fancy cartons, cases 30 lbs... .07½

8 in case ..... .07¾

6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08

Kegs, extra large crystals, 100 lbs. ..... .07

Canadian Electric Starch—

Boxes containing 40 fancy pkgs., per case 3 00

Celluloid Starch—

Boxes containg 45 cartons, epr case 3 00

Culinary Starches—

Challenge Prepared Corn—

1-lb. pkts., boxes of 40 lbs..... .06

Brantford Prepared Corn—

1-lb. pkts., boxes of 40 lbs..... .07½

"Crystal Maize" Corn Starch—

1-lb. pkts., boxes of 40 lbs..... .07½

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90

Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50

5-lb. tins, 1 doz. in case..... 2 85

10-lb. tins, ½ doz. in case..... 2 75

20-lb. tins, ¼ doz. in case..... 2 70

Barrels, 700 lbs. 3½

Half barrels, 350 lbs..... 3¾

Quarter barrels, 175 lbs. 4

Pails, 38½ lbs. 1 85

Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85

5-lb. tins, 1 doz. in case..... 3 20

10-lb. tins, ½ doz. in case..... 3 10

20-lb. tins, ¼ doz. in case..... 3 05

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85

Ontario, per case 1 80

Manitoba, per case 2 30

Saskatchewan, per case 2 60

Alberta, per case 2 70

British Columbia, per case..... 2 40

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60

Manitoba, per case 3 00

Saskatchewan, per case 3 20

Alberta, per case 3 30

British Columbia, per case..... 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90

Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 25
Cases of 3 doz. ½-pints.....	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40

2a size, gross 2 50

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan.....	3 65
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser.....	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's.....	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	50
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	59
War Horse, 6s	42
Pkg Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	50
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	39
Regal Cube Cut, 9s	70

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.

In 30, 60 and 80 lb. cases.

Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 21
Orange Label, 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s	0 28
Brown Label ¼s	0 30
Green Label 1s and ½s	0 38
Red Label ½s	0 40

A Money-Maker for the Grocer

A long prosperous season is at hand for every grocer selling Armour's Bouillon Cubes. The great, growing popularity of hot bouillon as an every-day drink is the grocer's opportunity for increased trade and multiplied profits. The most refreshing and delicious of winter drinks is A. B. C. Bouillon made with

Armour's Bouillon Cubes

Our all-season advertising campaign in newspapers and magazines of immense Canadian circulation is making countless new customers for dealers handling Armour's Bouillon Cubes.

Get this product on your counter without further delay. Collect your share of the profits. Sign and send the coupon, or order to-day and be ready for the big demand.



ARMOUR AND COMPANY

Chicago, Ill.

Sales Agents: Fowler's Canadian Co., Hamilton, Ont.

Sign and send the Coupon—NOW

Armour & Company, Chicago, Ill.

Send Price List and Discounts on Armour's Bouillon Cubes.

Name .....

Address .....

.....

(C.G.)

Good Day! Do you like French dishes?

You do? Good! You are not the only one who does. Your customers, too, may like to dine at home as they would in one of the famous restaurants of Paris, and without trouble or great expense. You agree? Then write

MESSRS. RAYNAL and ROQUELAURE
of CAPDENAC (AVEYRONS), FRANCE

They will send you a list of their 200 dishes, all packed in boxes and ready for serving at table.

They have revoltionized the food question in Europe.

You will probably find it to your advantage to demonstrate an early interest in a line which will soon be in demand throughout the Dominion.

Buyers' Guide

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - Ontario.

Established 1886.

COMTE'S

Satisfaction and profits with every sale, We want more agents. Write

Augustin Comte & Co.,
Limited, P. O. Box 2963, MONTREAL

COFFEES

AGENTS

COCO-BUTTER Here's a line that will prove profitable. It is 100% pure vegetable fat; never goes rancid. More economical than butter and lard, and IT IS LIKED.

COLONIAL COCO-BUTTER LIMITED
MONTREAL

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

A want ad. in this paper will bring replies from all parts of Canada.

FRUIT PULPS
of all kinds

Bitter Oranges for Marmalade. Peels in Brine.

F. KESSELL & CO.
7-8 The Approach
London Bridge, London, Eng.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish trade.

ALLISON COUPON BOOKS

When a man wants credit, give him an **Allison Coupon Book**, and have him sign form at front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



Allison Coupon Books cost but a trifle, and save what they cost many times over. You CAN run a credit business without them, of course, but you CAN'T AFFORD it. For sale by the jobbing trade everywhere. Manufactured exclusively by

ALLISON COUPON CO.,
Indianapolis, Indiana U.S.A.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

HOLLAND RUSK

The many ways in which it can be served make it a quick seller—a fast repeater. Keep it where your customers can see it, and watch the sales grow.

HOLLAND RUSK COMPANY
HOLLAND. MICH.



BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited
23 Water Street, General Agent St. John, N.B.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c, for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

WANTED—FIRST-CLASS GROCERY TRAveller. Apply Box 138, Cranbrook, B.C.

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send description and price. Northwestern Business Agency, Minneapolis, Minn.

SPICE, RICE, CEREALS, CANNED GOODS, etc. London house established over a century wishes to appoint a capable representative, either a firm or an individual, in the following towns, viz.: Montreal, Quebec and Ottawa. Agent must be well established, have good knowledge of the articles. Only heavy business entertained. Box 111, Canadian Grocer, 88 Fleet Street, London, England.

TO LET

TO LET—STORE AND BASEMENT 22 x 50 feet. Up-to-date, good locality, Town of Sudbury. Good railroad and mining centre. Population about 7,000. Apply S. Vannier, Sturgeon Falls, Ont.

MISCELLANEOUS

CLERKS! CLERKS! LEARN SHOW CARD writing—quick and easy. Write for samples and catalog free. 144 page book on show card writing, also 2,000 adv. phrases, $1.00, postpaid. W. J. Hillock, Box 225, Moosomin, Sask.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST KEEPING IS EASY IF ou have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

Special Announcement

We are now in a position to supply the trade in all parts of the country with

HIGHEST QUALITY
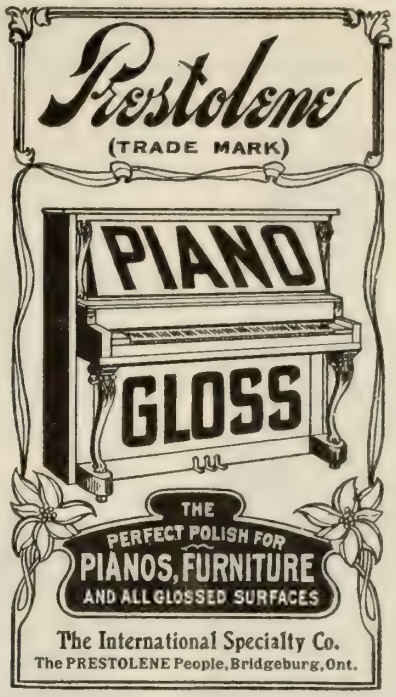
French Mustard
Chow Chow
Picalilli
Red Cabbage
Onion Salad

Correspondence Invited.

Breault, Gill & Co.
622 St. Paul St.
MONTREAL QUE.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

When writing advertisers, kindly mention having seen the ad. in this paper.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."



The Quality Trio

BEE BRAND
Jellies Starch Borax

Attractive goods in an attractive package. Pure as can be, and highly appreciated in thousands of homes. Write us for samples

FORBES & NADEAU, Montreal

The Delight of the sumptuous repast



With the advent of the Christmas Season comes the more liberally victualled table, amounting very largely to nothing short of a feast.

ROYAL Salad Dressing

adds tone to the salad portion of the Christmas dinner. It delights the most particular taste with its distinctive appetizing flavor.

Stock up now for a pre-Christmas demand. Suggest it as a part of the Christmas order.

Sold only by

The Horton-Cato Mfg., Company

WINDSOR, ONTARIO

You as a Salesman

can sell many articles even though customers do not ask for them. And if you put your selling power behind these three lines of quality tobacco you will greatly enhance your profits and sales.

"Master Mason"	"King George's Navy"	"Rose Quesnel"
SMOKING	CHEWING PLUG	SMOKING

The Rock City Tobacco Co.

Quebec **Winnipeg**

Elgin Brand

Smoked and Cooked Hams

Your patrons know when cooked meats suit their taste, and the sooner you try Elgin Brand the sooner you will get their entire approval. Elgin Brand cured and cooked meats are right. They're cured right and cooked right.

Try Our Old Canadian Cheese

We are making a specialty of fine old Canadian Cheese. Send for trial order.

We solicit your Cold Storage Consignments.

Send for Post Card Order Book.

The St. Thomas Packing Co.

LIMITED

Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books.

HIRONDELLE

(Swallow Brand)

The brand of Canadian Macaroni, Vermicelli, Spaghetti, etc., that is unsurpassed by any imported.

All dealers should satisfy themselves on this point by asking their wholesalers.

The price for both dealer and customer is right, while the profits are excellent.

C. H. Catelli Company, Limited

MONTREAL, CANADA

Mr. C. C. Mann, 517 Board of Trade Bldg., Toronto, Can., Agent for Province of Ontario. Tees & Persse, Limited, Agents for the Western Provinces.

The Biggest Melagama Year, 1913. Thank You!

The fact that our sales for Melagama Tea and Coffee for 1913 were the largest in our history, is distinctly gratifying. It is due to several factors. The good will of the trade—the quality of the goods—our advertising—and our own humble efforts to make the wheels of business run smoothly between ourselves, our customers and **their** customers.

That the connection has been a successful and satisfying one to our customers is our sincere wish. That it may become increasingly so during 1914 and the years to come is our earnest hope.

MINTO BROS., LIMITED 45 Front E., TORONTO

Melagama

TEA AND COFFEE

"How Much Do I Owe You, Sir?"

Mr. Merchant, you've had this question to answer so often it's part of your daily business; and each time you've wanted a bookkeeping system that would not keep your customers waiting.

Waiting Customers are not generally satisfied customers.

A hurriedly prepared bill is not always correct.

Mistakes destroy confidence.

So why not install the

Barr Account Register

for your credit accounts? A system that gives a complete statement of account and satisfies a customer with each purchase means money to you. Barr Registers are built in two styles—large floor cabinet style, which combines desk, credit register and filing cabinet to handle any number of accounts, and the smaller counter cabinet style for the smaller credit account business.

Why not write to-day for information and demonstration?

Barr Registers Limited

TRENTON, ONT.

Great Britain—Head Offices, Dacre House, No. 5 Arundel St., Strand, London, W. C. Factory, Birmingham.

Special Notice

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.



COUNTER CABINET STYLE—CLOSED.



Opportunity: "I want 10 gallons of gasolene."

Merchant: "Certainly! I'll run around to the back yard and bring you a can. It'll only take a few minutes."

Opportunity: "Why, I thought you had a **Bowser!** Never mind—I'll not bother you today. I'll go on until I locate a **Bowser Pump.**

Sales Offices in all Centres and Representatives Everywhere.

In One Year Ford Builds

300,000 Gasolene Cars

A Million Cars of All Makes Now In Use

They buy a hundred million gallons of gasolene a year

Don't you want some of this business?

You have the first chance at it—are you going to wait till opportunity kicks your door open or will you get the gasolene trade through the BOWSER DOOR?
Motorists look for the *Red* Bowser pump. The merchant with a Bowser gets their trade.

BOWSER ESTABLISHED 1885

gives you all the profit there is in gasolene. The "Old Way" wastes the profit.
Write us and we'll show you how to make money.

S. F. BOWSER & COMPANY, Inc.
66-68 Frazer Avenue, - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

Original Patentees and Manufacturers of Standard Self-Measuring Hand and Power Driven Pumps, Large and Small Tanks, Gasolene and Oil Storage and Distributing Systems, Self-Registering Pipe Line Measures, Oil Filtering and Circulating Systems, Dry Cleaner's Systems, Etc. ESTABLISHED 1885.

Shirriff's True Vanilla

An exceedingly rich vanilla extract containing 50% more of the vanilla been than is specified by the Dominion Government's Pure Food Act. Shirriff's True Vanilla is pure, strong, delightful in aroma and flavor. The choice of discriminating grocers and particular housewives.

Imperial Extract Co., Toronto

White Spruce, Steel Hooped

Butter Tubs

Humpty Dumpty and Buggy

Egg Crates

White Pulpboard

Egg Case Fillers

Canada, O.K. and Star

Brooms

Walter Woods & Co.

Hamilton and Winnipeg

Huntley & Palmers English Biscuits

A good line of biscuits is bound to bring the class of trade you are looking for.

Three good lines which are splendid sellers.

H.P. Shortcake, H.P. Puff Sandwich,
H.P. Popular (40 lb. Kegs)

We also have just received a fresh shipment including the following quick selling lines.

Acorn	Grosvenor
Alaska Wafers	Henley
Arctic Wafers	Littlefolk
Boudoir	Macatoon, Italian
Butter Cake	Monarch
Breakfast	Nursery Rhymes
Carmencita, asst.	Olive
Cinderella	Orkney Shortbread Asst.
Concert	Oriental Creams
Pantomine	Pantomime
Chocolate Mxd.	Petite Beurre
Coronation	Puff Sandwich
Creamy Fingers	Phillipine
Cracknel Toy	Plantation
Crusoe	Ratafias
Creamy Choc.	Reading Shortbread
Dessert	Regatta
Digestive, Rich	Shortcake
Dinner	Tea Rusks
Finger Shortbread	Universe
Good Luck	Popular (kegs)

Fenwick, Hendry & Co.

Manufacturing Wholesale Grocers

KINGSTON, ONTARIO, CANADA

White Swan Successful Campaign



Good Profits and Assured Business

The White Swan dealer enjoys good profits and an assured business—stimulated by the successful advertising campaign now running throughout Canada. Women have come to demand this brand of baking powder because they can rely on the

"Surity of Purity"

guarantee. It's ever successful baking results has won a reputation that brings repeated orders, new customers, and ever increasing profits to the dealer himself.

Write to us for full particulars how to become a White Swan dealer.

White Swan Spices and Cereals, Limited

TORONTO

Don't be satisfied with selling ordinary Pot and Pearl Barley—

Ordinary barley will not give that high degree of quality or satisfaction to the customer, or the good profit and good selling satisfaction to the dealer. Why then bother with the ordinary? Get a stock of the real John MacKay Medicated Pot and Pearl Barley, the Standard of the World.



Every bag bears the name John MacKay, with the Highlanders' Head. Accept no other. Order from your wholesaler or direct. Every bag guaranteed or your money back.

John Mackay, Ltd.
Bowmanville, Ont.

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.
Owen Sound, Ontario

For Every Day SATISFACTION

use

"ST. NICHOLAS"
"HOME GUARD"
"QUEEN CITY"
"PUCK"

They're the Best

J. J. McCABE
Agent
Toronto, Ont.



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

JAMES EPPS & CO., LTD. (LONDON, ENGLAND).
Canadian Address, 25 E. Front Street, Toronto.
Gentlemen:—Please send particulars of your SPECIAL OFFER and oblige.

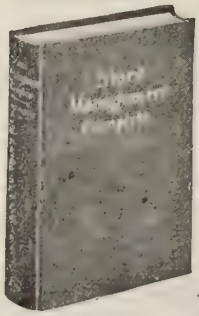
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Address .....

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID



"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it shonld be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

272 Pages
Bound in Cloth

Technical Book Dept., MacLean Publishing Co.
TORONTO

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER



Good Pickles

in pure vinegar

Rowat's Superior Pickles

are the juicy, delicious, high-quality kind.

They get and hold the family trade.

Rowat & Co.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 235 Coristine Building, Montreal, Quebec. Ontario Manitoba and the Northwest: F. K. Warren, Halifax, N.S. J. A. Tilton, St. John, N.B.: C. E. Jarvis & Co., Vancouver, B.C.





Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.



The Original Antiseptic Hand-cleaner SNAP

WITHOUT—"Snap" in your business you are foregoing a considerable amount of good healthy business and incidentally losing a daily profit worth your while.

Snap is the original handcleaner and is as useful to the factory man's wife as himself, as useful for the banker and his wife as anyone—Everybody uses it.

Snap Company, Limited

MONTREAL

The Washday Wonder Worker

For economy in use and effective cleansing properties no soap is so good as



and in addition to its sterling qualities, it is very attractively packed and made up and commands a rapid and profitable sale.

Write for details of our dealer-helper selling plan.

The Guelph Soap Co.

Guelph. Ontario

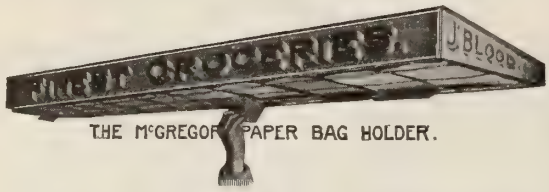
COOK'S FRIEND BAKING POWDER

on the market for over 50 years. Only best quality ingredients used—**contains no alum.**

If you want your customers to come back and send their friends, give **Cook's Friend** all the prominence you can.

Ask Your Wholesaler

W. D. McLaren, Limited, Montreal



HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

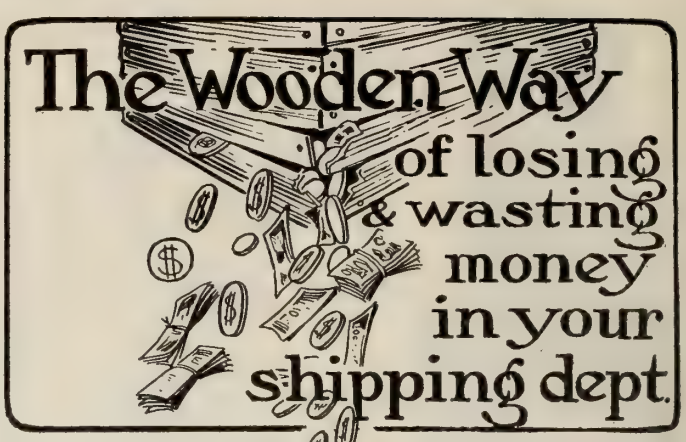
BUY
"Redona" and "Matador"
SHELLED
ALMONDS

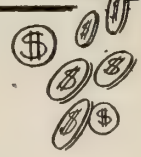
The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England





Conserve Your Profits

Take stock of your shipping room expenses and then compare your wooden box method with the modern way—the T and N Cellular Box way—of shipping.

It is a well established fact that you can save from 30 to 50% in your shipping department by using T & N "Cellular Boxes." Their initial cost is far less than the wooden case. Their weight is one-fifth that of wood, the saving in forwarding charges being considerable for that reason. Furthermore, the containers economize space, as they are knock-down in construction. We can give you actual figures to prove these statements. Will you let us show you?

Write to-day—use coupon below.

The Thompson & Norris Co. of Canada, Limited

NIAGARA FALLS, CANADA

Brooklyn, N.Y.; Boston, Mass.; Brookville, Ind.; London, Eng.; Julich, Germany

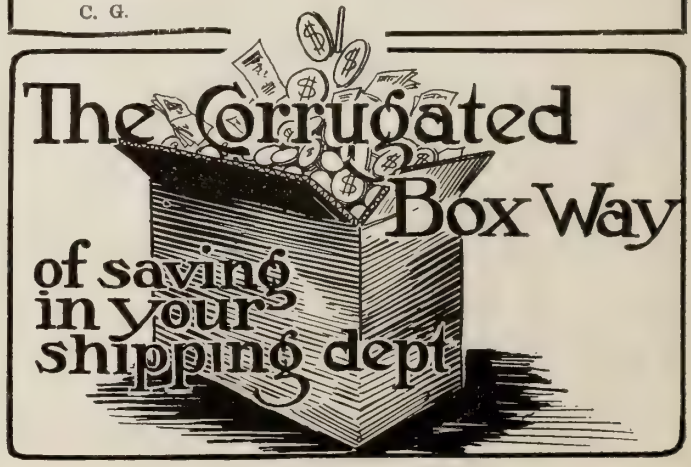
The Thompson & Norris Co. of Canada, Limited, Niagara Falls, Ontario.

Send full particulars.

Name .....

Address .....

C. G.



INDEX TO ADVERTISERS

A

Allison Coupon Co 56
Anglo B.C. Packing Co., Ltd. 9
Armour & Co. 55

B

Barr Register Co. 59
Balfour-Smye & Co. 12
Benedict, F. L. 56
Bickle, J. W., & Greening... 53
Borden Milk Co. 3
Bowser & Co., S. F. 60
Brantford Cold Storage Co.. 16
Brown and Polson 13
Bovril Co. 21
Bengers Food Limited 46
Berault, Gill & Co..... 57

C

Campbell Brokerage Co. ... 17
Campbell Bros. & Wilson, Ltd 4
Canada Starch Co. 22
Canada Fishing Co., Ltd.... 20
Cane & Sons, Wm. 46
Catelli Co., Ltd., C. H. 52
Chase & Sanborn 4
Clark, Ltd., W. 5
Coles Mfg. Co. 12
Colonial Coco-Butters, Ltd.. 56
Comte's Coffee 56
Connors Bros. 50
Cornish, E. O. 16
Cosmelli & Co. 64
Crescent Mfg. Co. 13
Canada Brokerage..... 10, 11
Cook and Co. 14
Cowan Co. .....
Inside front cover

D

Davenport Mfg. Co. 48
Dominion Canners, Ltd. ... 7
Dominion Molasses Co. ....
Inside back cover

E

Eckardt & Co., H. P. 47
Emerson, Bamford & Co..... 56
Escott & Co., W. H. 16
Epps & Co., Ltd., James ... 62
Eureka Refrigerator Co. 20

F

Fairbank Co., N. K. 3
Fearman, F. W., Co. 51
Fenwick, Hendry & Co. 61
Furuya & Nishimura 20
Forbes & Nadreau..... 57

G

Gorman, Eskert & Co. 19
Grattan & Co., Ltd. 56
Guelph Soap Co. 63
Grocers Engineering & Whitmee, Ltd. 13

H

Holland Rusk Co. 56
Horton-Cato Mfg. Co. 58
Hobart Mfg. Co. 53

I

Imperial Extract Co. 60
Irish Grocer 56
Imperial Oil Co. 53
International Specialty Co.. 57

K

Kessell Co., F. 56
Kidd, Edward 16
Kilgour Bros. 64
Kirkwood & Co. 15

L

Lake of the Woods Milling Co. ..... Outside back cover
Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited... 65
Leadley, Ltd. 16
Leeuw, Henri de 16
Leitch Bros. Flour Mills, Ltd. 6
Lemon Bros. 62
Lindners, Limited 54
Lytle Co., Ltd., T. A. 8

M

MacKay, John 62
MacLean Publishing Co. ... 62
MacNab, T. A., & Co. 16
McCabe, J. J. 62
McCann & Langford 17
McIntyre, W. E. 56
McLaren, W. D. 64
McVitie & Price, Limited... 19
Magor, Son & Co. 22
Malcolm & Son, Jno. 63
Mathieu & Co., J. L. 17
Millman, W. H., & Sons ... 16
Minto Bros. 59
Morrow & Co. 16
Mott, John J., & Co. 14
Maple Tree Producers 17

N

Nicholson & Bain 49
Nickle Plate Stove Polish Co. 56
North Atlantic Fisheries, Limited 9
North-West Specialty Co. 16

O

Old Calabar Biscuit Co. 12
O'Loane, Kiely & Co., Ltd.. 17
Oakey & Sons, John 17

P

Paterson & Sons, R. 15
Patrick & Co., W. G. 16
Peek, Frean, Limited 18
Pennock, H. P., & Co., Ltd. .. 16
Perrin & Co., Ltd., D. S. 2

R

Reckitt & Sons 15
Renfrew Machinery Co. 13
Rennie, Wm. 62
Raynal & Roquelaure 55
Robinson & Co., O. E. 56
Rock City Tobacco Co. 52
Rowat & Co. 63
Ruttan & Chipman 16
Royal Baking Powder 49
St. Lawrence Sugar Refining Co. 13
St. Thomas Packing Co. ... 58
Sanitary Can Co. 19
Simpson Produce Co. 16
Smith & Son, E. D. 14
Smith & Proctor 20
Snap Company 63
Spurgeon, H. G. 16
Stuhr, C. F. 17
Symington & Co., W. 12

T

Tippet, Arthur P., & Co. .. 1
Thompson & Norris Co. of Canada, Limited 64
Toronto Salt Works 56
Tucketts, Limited 6

W

Walker Bin & Store Fixture Co. 8
Walker, Hugh, & Son 51
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Wethey, J. H. 51
White & Co. 51
White Swan Spices & Cereals Limited 61
Wiley, F. H. 16
Winn & Holland 6
Woodruff & Edwards 48
Woods & Co., Walter 61

Z

Zip Mfg. Co. 12

$300,000.00 Groceries
Before Inventory

Glance through the following list of goods which must be disposed of before February 1st. Then get in touch with us right away, because you cannot afford to lose such bargains.

2,500 BOXES ASSORTED TEAS.

N.B.—We will pay freight on all orders of 200 lbs. or more to points in Ontario and Quebec.

35,000 Cases CANADIAN CANNED VEGETABLES. All kinds.

6,000 Cases Canadian Canned Fruits. Excellent quality.

6,000 Cases CANADIAN CANNED FISH. Full assortment.

20,000 Boxes DRIED FRUITS. Raisins, evaporated fruits, nuts and almonds.

IMPORTED CANNED GOODS.

3,500 cases **"Le Soleil"** Vegetables. Petits Pois, etc., etc.

650 cases **"Frs. Petit Cie."**

250 cases **"F. Lecourt,"** Paris.

CASTILE SOAP.

(Imported from Marseilles)

800 cases. Very best quality. **"Le Soleil"** and **"La Lune"** Brands.

WRITE, PHONE, OR WIRE AT OUR EXPENSE.

Laporte, Martin, Limitee

568 St. Paul Street, MONTREAL, QUE.

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

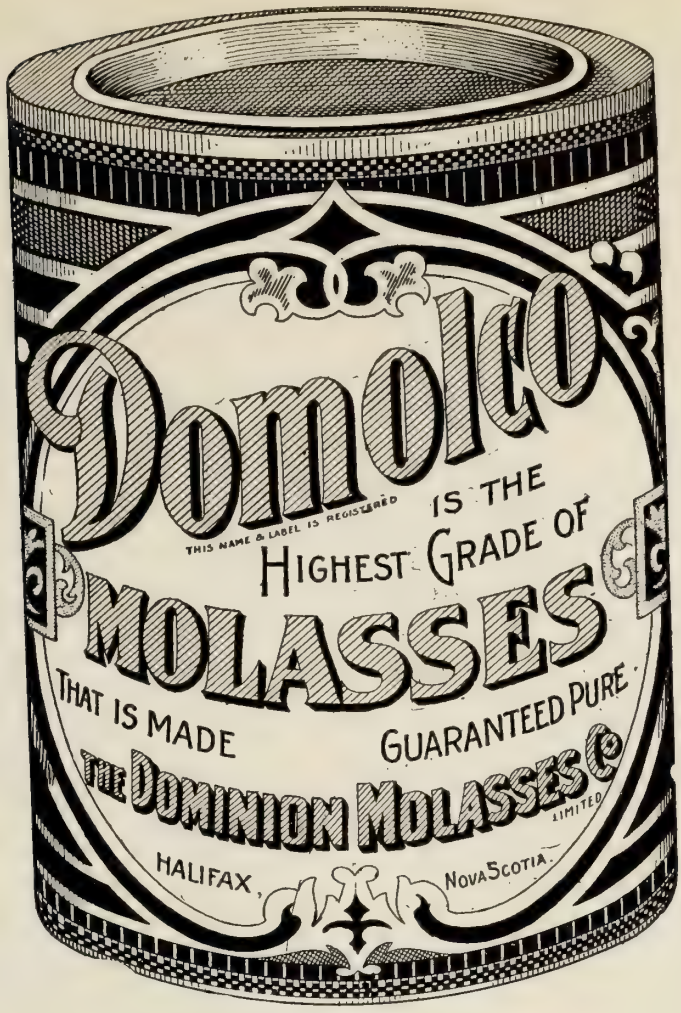
This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver



More "DOMOLCO," Please—

That's the molasses call that is heard from every side. It's the call at the family table, it's the call at grocery store (where handled). This demand for "Domolco" is "profit music" to the dealer's ear.

DOMOLCO

is the highest grade sugar-cane molasses that is made and is guaranteed PURE. Every package bearing this registered label contains the acme of molasses perfection.

Domolco is the table delicacy of the masses—every progressive dealer should handle.

THE Dominion Molasses Co., LTD.
HALIFAX, N.S.

Five Roses Flour

Not Bleached — Not Blended

WE QUOTE:

Truro, N.S., Nov. 10, 1913.

"I have heard a great lot about your "wonderful cook book from a friend "and would be more than pleased to "get one. I am keeping a boarding "house and have thirty-two boarders. "I have used your flour for TEN "years and would not use any other."

Mrs. Leonard D. MacKenzie,
Carvell Hall, Truro, N.S.



THIRTY-TWO boarders in one house means thirty-two chronic kickers. When you have found a flour that satisfies the infinite demands made upon it by a hungry boarding-house which must keep pleasing its patronage to exist, and when this flour satisfies for years, what greater proof could YOU ask, Brother Grocer?

Unsolicited, mind you, besides enclosing actual money for the FIVE ROSES cook book, Mrs. Leonard D. MacKenzie, of Truro, says she for one will buy no other flour but FIVE ROSES.

There are in Canada thousands of women urging their friends to use FIVE ROSES for every imaginable purpose. Why not turn into actual dollars and cents this loyalty which FIVE ROSES inspires?

Ask your jobber or write nearest office.

PACKED to suit all requirements in bags of 7, 14, 24, 49 and 98 pounds; also barrels of 98 and 196 pounds.

LAKE OF THE WOODS MILLING CO., LIMITED

Montreal Toronto Ottawa London St. John
Keewatin Winnipeg Vancouver

"The House of Character" — *Capacity 11,500 bbls.*

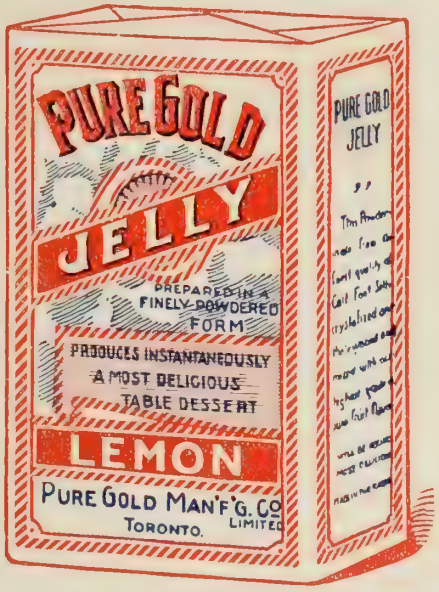
THIS IS THE 1,361st ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, JANUARY 9, 1914. No. 2



PURE GOLD JELLY
is manufactured up to
a standard, not down to
a price

Pure Gold Products **Repeat**

Because Pure Gold Jelly Powders are "Appetite Builders."

Because the quality makes the customer want more.

Because every package sold stimulates the desire for another taste of the delicious "Pure Gold Jelly."

A window display will "speed up" your jelly sales. Display "Pure Gold" products to-day. It will sell your stock so rapidly that you had

Better send an order to-day.

We supply attractive show cards.

Pure Gold Manufacturing Co., Ltd.

TORONTO

IN THIS ISSUE—RETAIL BUSINESS REVIEW.

They Tickle the Palate

—not because they're Telfer's but because they're good



TELFER'S

PEERLESS CREAM SODAS

The name never fools the palate. The taste must be there or the palate refuses to pronounce the article good. Telfer's Peerless Cream Sodas are delightfully crisp and creamy. They are packed in such a way that they retain their freshness for a long time.

Send for sample order

Telfer Bros., Limited

COLLINGWOOD, ONT.

Branches: Toronto, Hamilton, Winnipeg, Fort William, Edmonton, Brantford

CODOU

CODOU

Codou products will satisfy your patrons to the last degree. They will give you a profit as good as any and better than many.

Manufactured by Felix Codou, Marseilles, France, in one of the most rigidly clean and modern Factories in the world, these goods are unsurpassed for quality.

MACARONI
VERMICELLI
SPAGHETTI

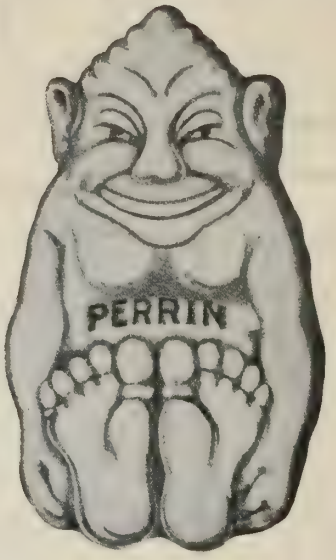
Only Taganrog (Russia) wheat is used, it being the wheat best adapted for the production of these delicacies. Tender as pastes can be, and nutritious to the highest degree. The name "Codou" on the package ensures the quality.

Arthur P. Tippet & Co.

Agents

Montreal *Que.*

Three more **Perrin** profit makers

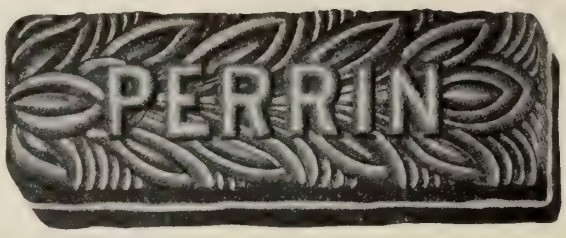


Billiken, whose perpetual smile is a reminder of how good he is.



Shortcake, a rich semi-shortbread, that will satisfy the most exacting.

Chocolate Savoys, a chocolate flavored biscuit with a delicious chocolate cream filling.



Order a supply now.

D. S. Perrin & Company
Limited

London, Canada







Borden's *Reindeer* *Brand Milk Products*

Customers buy Reindeer Brand Products because they are economical, delicious and can be prepared at a moment's notice. The housewife serves "**Reindeer**" **Coffee** or **Cocoa** to the afternoon caller because there is no trouble. Combined with Milk and Sugar, only hot water need be added.

The dealer can build up his sales and profits by recommending these three lines—just the thing for Roomers, Mid-day Lunches, Camping or Picnic Parties, Travellers, etc.

Recommend "Reindeer" Condensed Cocoa and Milk as a "ready to use" Chocolate Coating.

Borden Milk Co., Limited

"Leaders of Quality"

Montreal

Branch Office: **No. 2 Arcade Building, Vancouver**

ONE CENT 1906

It is Worth a Cent

Time Will Tell

that we have made little error in our claims about the possibilities with fish in our neat booklet, entitled

"Fish and How Handled"

IT IS FREE IT IS FREE



Haddies
Kippers

OCEAN BRAND

A QUARTETTE OF QUALITY

Bloaters
Fillets

SEND THIS COUPON

North Atlantic Fisheries, Limited

Montreal

Please mail me, free of all charge, your **Fish Book**.

Name .....

Address .....

ROYAL SHIELD BRAND OF GOODS

The best that can be packed



ROYAL SHIELD FACTORY—TEA PACKING DEPARTMENT

A corner *of the* Royal Shield Factory

THE TEA PACKING DEPT.



Besides roasting, grinding and packing our own coffee, we blend and pack all the tea sold under the Royal Shield Brand. After you have tried the blend you believe to be the best—try Royal Shield. It will be a revelation to you.

Send for our Grocery list and compare our values with others.



Wholesale Grocers and Importers

Campbell Bros. & Wilson, Ltd.
WINNIPEG Est. 1882

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON, LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Packers of ROYAL SHIELD BRAND OF GOODS

Methods for Handling Provision Department

End of Store Set Apart for This Important Attribute to Grocery Business—The Care Given to Display of Cured Meats and the Slicing of Them—Tempting the Purchaser—Results of Trip in Search of New Ideas.

"The whole thing in increasing sales of provisions, cured and boiled meats, butter, eggs, cheese, and so forth, is the way you set them before your customers; that and the quality," remarked the manager of such a department in a Canadian store that does a fine quality business. The remark was the result of a question from The Man in Search of New Ideas for Canadian Grocer.

Take a look over the section where he has control, and draw your own conclusions.

First of all, you notice it has a "corner" to itself. Not that there are any walls or even narrow wooden divisions to mark it off, but the goods sold under the heading of provisions are gathered into one place, and stay there. Not eggs and butter here, and cheese there, and bacons and hams in another place. Long and varied experience has proved that provisions have an affinity which is recognized and taken for granted by the housekeeper. So let her have a regular place to go to; a counter reserved for these lines of goods. They do not mix up well with dried fruits, or sugar, or rice, or tapioca, or cereals, or candies.

WHAT WE NOTICED.

A special "corner" of the store for provisions.

Two piles of sliced bacon, each layer on a piece of parchment paper, easy to handle, and in no danger of tearing. The top was kept covered with large piece of parchment.

A meat cutter, silent, swift and finely adjusted.

The Merits of a Meat Cutter.

A woman is ordering some breakfast bacon. She looks at the refrigerator and sees half a dozen backs with varying degrees of fat. One strikes her as just what she wants and the clerk brings it out and she gives her order as to weight. But you look in vain for the knife for him to cut it with. In the old days it was one of the decorations of the department, but didn't you pity the grocer as he cut the slices with painful slowness, some thick, some thin? Not very inviting to the customer. But this one is different. He goes to a machine and in an instant the circular knife is whirling, noiselessly, save for the light "whiff" that marks its passage through the bacon. In less than a minute he picks up these even, thin, appetizing slices, wraps them in parchment (vegetable) paper, and reaches down for—not the dark coarse wrapping paper that carries a label of the fresh meat shop, but the light yellow of the regular wrapper that is used elsewhere in the grocery store. This is a point worth noting: a woman often will carry the ham or bacon home if it has this light-colored wrapper.

Do not think we are emphasizing the meat cutter out of its real value. Ask almost any head of a successful cured meat department, and he will tell you you can't get along without it. He piles up the arguments: it saves time, minutes every order; it turns the slices out all the same thickness, and you can regulate it a dozen ways; it looks nicer for the customer; and by regulation to a thin shaving, it saves waste at both ends, and makes the profit sure.

You cannot afford to be without one



THE LOWEST PRICED MEAT SLICING MACHINE MADE

"The Imperial"

You cannot slice your bacon, etc., by hand as quick or clean as you can by a machine, and you cannot hope to compete with your neighbor if you have no machine.

The "Imperial" is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.

CANADIAN AGENTS

KINGSTON, ONT.

DISTRIBUTORS:

D. S. Robertson & Sons, Ottawa, Ont.
Eby-Blain, Limited, Toronto, Ont.
W. H. Gillard & Co., Hamilton, Ont.
A. M. Smith & Co., London, Ont.
The Howe, McIntyre Co., Montreal, Que.
J. B. Renaud & Cie., Quebec, Que.
G. E. Barbour Co., Ltd., St. John, N.B.
Bauld Bros., Ltd., Halifax, N.S.
Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin Morrin Co., Ltd., Winnipeg, Man.
Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.
H. H. Cooper Co., Edmonton, Alta.
A. Macdonald Co., Ltd., Nelson, B.C.
A. Macdonald Co., Ltd., Fernie, B.C.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.



Yes, a jolly good smoke, and a jolly good seller

—the tobacco that makes the favorite pipe a greater favorite; a fragrant, rich, mellow-flavored tobacco blended from the choicest leaves of picked crops from Virginia; burns freely, without biting.

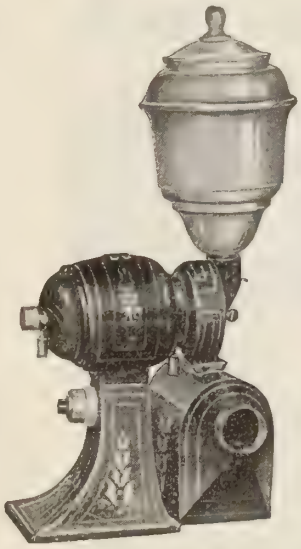
If you're a smoker, try it and let your friends try it.

Get your stock from any wholesaler.

TUCKETT LIMITED

HAMILTON, ONT,

The Latest Improved Coffee Mill for the Up-to-Date Grocer



An Electric Cutting Machine designed with Machine Steel Burrs tempered in Oil, which produces evenness in Grind, thus improving the Cup quality of the Coffee, has also a Fan connecting with the Rotating Burr, which keeps the Grind Head clean, so there is no danger in mixing Grades.

There is also a Numbered Setting Device arranged so that you can give your customers their Coffee as they like it. Sold on Monthly Payments and Positively GUARANTEED. Live agents wanted at principal points in Canada.

J. H. Galloway & Co.

11 Market Street

HAMILTON, ONT.



EVERY POUND OF ANCHOR BRAND FLOUR

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba

Housewives know the economy and food value of "Simcoe" Baked Beans

That's why they keep selling all the time. Each year the sales increase and the dealers who handle reap the profits.

1914 will have in store for you an increased trade for Baked Beans if you specialize on the brand that is known for **quality, quantity** and **deliciousness—"Simcoe" Baked Beans.**

Get this brand on your shelves now and watch the sales.

DOMIMION CANNERS LIMITED

HAMILTON, ONT.



Make yours a neat, attractive, trade-pulling store with "Walker Bin" Fixtures

Get the most out of your store space. Don't make customers wade through an unsightly mass of boxes, baskets, etc., piled round on the floor. Make shopping a pleasure for your patrons—display your goods scientifically, get the most out of your display space. A "Walker Bin" System will save 25% of your floor space, improve your service 100%, and make selling a real pleasure. It pays for itself in a short time.
We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

Walker Bin & Store Fixture Co.
LIMITED
Berlin, Ont.

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.





Store of J. E. B. Wilkinson, Saskatoon, Sask.







BRAND'S

high quality food specialties

have attained their present world-wide sale because of their exceptional quality and deliciousness. They appeal to all classes. Royalty appreciates the **Brand** lines and so will your customers. Ask your wholesaler to show you these products and try a sample order.

Sauces and Chutneys, Salad Dressings, Beef Tea and Bouillon, Tongues and Meats of all kinds, including Fowl, Broths, Essences, Etc.

By appointment to his Majesty King George V.
—Purveyors to H.M. the late King Edward VII.

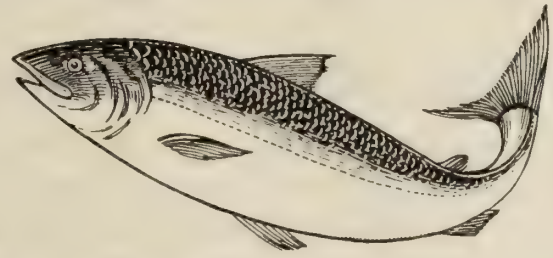
Brand & Co., Limited

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye  Sockeye

SALMON

Buy—

SOVEREIGN BRAND

HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON



RICHARDS QUICK-NAPTHA CUTS OUT THE RUB, RUB, RUB

Wash day with the ordinary laundry soaps has always been and always will be a case of rub, rub, rub, with dire effects on the housewife and the clothes.

With "Richards Quick-Naptha Soap" the labor is almost eliminated, the clothes come out cleaner and whiter, and in a much shorter time. "Quick-Naptha" is increasing its popularity every day throughout the Dominion—the sales show it. The price is only 5c, leaving a margin of profit for you of 26½%.

THE BEST LINES FOR FIVE CENTS "Richards Pure"--"Richards Quick-Naptha"

These two lines represent the height of perfection in wash day requisites. They give the housewife 100 per cent. satisfaction in economizing her time, her labor, the wear on her clothes, and also cutting down her actual soap expense.

These are the best Five Cent lines on the market—in fact they are the best laundry and cleaning soaps at any price.

Your wholesaler has them.





More Than 100,000 Merchants

Will tell you the McCaskey System is only One Writing
Prevents Disputes and Forgotten Charges
Every Account Totalled and Forwarded with each purchase
Is an Automatic Collector Limits Credit automatically
Abolishes Bookkeeping—Night and Sunday Work—
Posting and Worry

With Only One Writing **The McCASKEY SYSTEM** *The End of Drudgery*

First and Still the Best

The following New and Exclusive MECHANICAL FEATURES

are on the

McCaskey Register Only;

The Expansion Feature—

Alphabetical, Numerical and Interchangeable Index.

Electric Recorder—Duplex Section

containing Accounts Payable under lock and key.

Kwikfind Non-Slam Leaves

Daily Trade Builder

Indestructible Patented Leaf Hinges

THE

Dominion Register Co.

TORONTO LIMITED ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World.



Clark's Pork and Beans



If you desire, Mr. Grocer, to economise your time, if you wish to please your customers, if you are anxious to increase your Bean Trade, you can use no better method than selling

Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE



The Standard Quality sells with the least effort.

CLARK'S ARE THE HIGHEST STANDARD. The simplest way to please your customers is to give them the best.

CLARK'S ARE THE BEST.

QUALITY GOODS MEAN SATISFIED CUSTOMERS
THE RESULT IS SURE. TRY IT OUT WITH CLARK'S

W. CLARK, LIMITED, MONTREAL

Tartan BRAND
THE SIGN OF PURITY

IN STORE—

Full assortment of Mediterranean and California Dried Fruits, Nuts, etc. Prunes, Figs, Dates, Malaga, Valencia and Sultana Raisins, Thompson Seedless, Seeded Muscatels, Fancy French and Italian Glace and Crystalized Fruits, and Canned Goods.

'Phone at our expense a trial order. We solicit your inquiry.

TARTAN Brand Groceries, Spices, Canned Goods are trade winners.

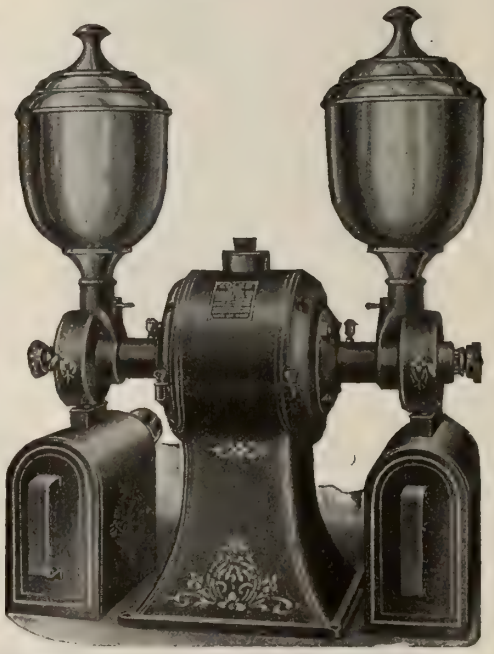
BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers HAMILTON

OLD CALABAR
DOG AND PUPPY BISCUITS
Agent—KENNETH H. MUNRO, Montreal

John Duncan & Co.
Montreal
TEAS
of all grades from every tea producing country in the world.
Ask us for Samples.

SYMINGTON'S SOUPS
are just ideal where nourishment and warmth and ease of preparation are valued
Contents of one packet make a quart of rich, nourishing soup, a plateful of which, with bread, offers a delicious, sustaining meal
There are eleven varieties—each distinctive, each delightful
Mulligatawny, Scotch Broth, White Vegetable, Lentil, Pea, Tomato, Ox Tail, Green Pea, Celery, Onion, Mock Turtle
Agents:
F.E. ROBSON & CO.
25 Front St. E.
Toronto

More Than Ever in a Class by Itself
One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.
26 models of electric machines.
Makers of Hand Coffee Mills for twenty-five years.



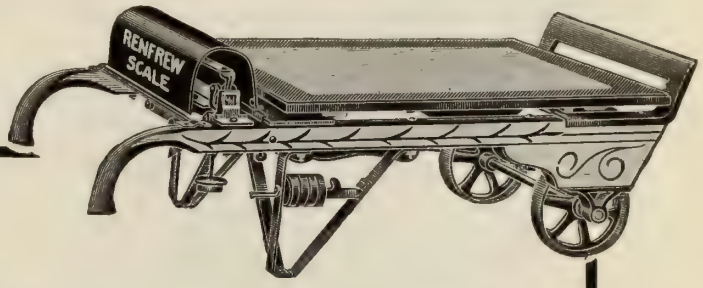
COLES MANUFACTURING CO
1615 North 23rd St. PHILA., PA.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence

Extra Standard Granulated

The sugar that is 100% pure cane. Have you tried our dollar bags?

The Renfrew Truck Scale Saves Time



Wholesalers, produce men, shippers of all kinds of goods, will find the Renfrew Truck Scale a time-saver. You can weigh the goods right on the truck and then wheel them to the wagon. This truck scale is so constructed that it easily mounts its load. Weighs accurately on even or uneven ground or floor. Weighs anything from 1 lb. to 2,000 lbs.

Staunchly, yet not heavily built. Write for descriptive booklet and price.

The Renfrew Machinery Co., Limited, Head Office & Works, **Renfrew, Ont.**

ALE

COME TO THE

H-E-I-N-Z

TRADE MARK

DEALER

BECAUSE CONSUMERS KNOW THAT

Anything That's

H-E-I-N-Z

TRADE MARK

Is Safe To Buy.

H. J. HEINZ COMPANY
PITTSBURGH



Repeat-order Soups

Edwards' Soups are repeat-order soups. They are soups that please the grocer because they sell so quickly, soups that please the customer because they are so good. Edwards' Soups mean a brisk turnover because they are widely advertised and because your customers use them in the kitchen practically every day.

EDWARDS' DESICCATED SOUPS

The soups with the dollars in them"

Edwards' desiccated Soups are made in three varieties :—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

Write for full particulars of trade terms to

MONTREAL—Wm. H. Dunn, 396 St. Paul Street. (*For Quebec & Maritime Provinces*)
TORONTO—W. G. Patrick & Co., Limited, 77 York Street. (*For Ontario and British Columbia*). **WINNIPEG**—W. H. Escott Co., Limited, 181 Bannatyne Avenue (*For Prairie Provinces*).

Chinese Laundry Finish on Home-Ironed Goods



Your housewife patrons need not envy the Chinese laundry finish any longer for they can get just as nice a finish with the famous Chinese Starch, the only starch with two oils; one perfumes the linen, the other makes the iron slip—16 oz. to the pound not 12.

Stock up for your Fall business now.

OCEAN MILLS, MONTREAL
O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

We pull with the dealer



Through the various advertising mediums, street-car posters, newspapers, magazines etc., we assist the sales of E. D. S. products for the Dealer. We tell the consuming public of the distinctive quality and absolute purity of E.D.S. Jams, Jellies, Marmalades, Catsups, Drinks, etc., and when they come to the store they are already convinced—the dealer has just to close the sale.

The best of it is when once they get started eating E.D.S. Fruit Products they keep on coming back.

Don't let your supply fall low.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

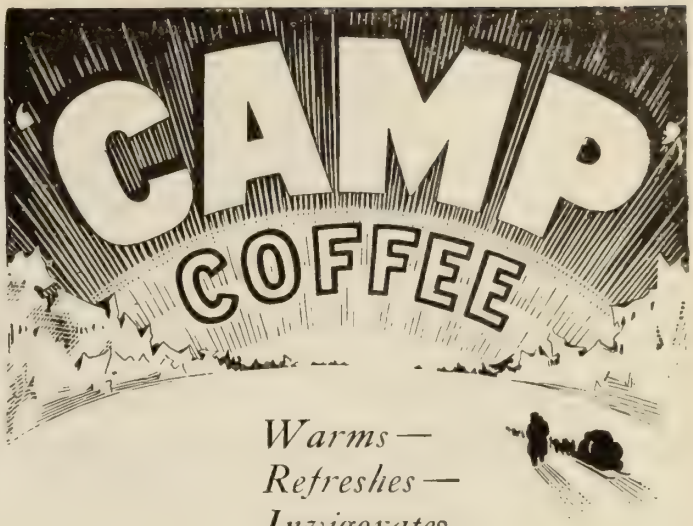
A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ½ and 1 pound packages; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

30 cent quality will cost you	**22 cents**
40 cent quality will cost you	**25 cents**
50 cent quality will cost you	**30 cents**

Figure your profits and compare with other Package Teas.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandria, H.R.H. the Duke of Connaught, and others of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.



Warms—
Refreshes—
Invigorates

Easiest to make of all Coffees — most delightful of all when made. That's why so many specify—

'CAMP' COFFEE

Replenish your stock, or get it into stock to-day.

R. Paterson & Sons, Coffee Specialists, Glasgow.

——ASK FOR——

Kelly's Pure Tropical Fruit Products

Direct from Honolulu—"The Land of Sunshine and Flowers"

GUAVA JELLY
GUAVA JAM
GUAVA SYRUP
PAPAIA and PINEAPPLE MARMALADE

IN SEASON:
MANGO CHUTNEY
(Sweet or Hot)
POHA JAM
POHA JELLY

KELLY'S pure Hawaiian GUAVA JELLY.
A nonpareil preserve of Nature's most elusive flavor (Guava) means alluring deliciousness.

KELLY'S GUAVA PRESERVES
Are the earth's finest guavas boiled with pure sugar and jellied DIFFERENTLY.

¶ Hawaii's warm, even climate has made it the cradleland of the earth's finest sweetmeats. On its rugged slopes GUAVAS flourish in wild profusion.

¶ When blended with the pure native sugar, the jelly is the WORLD'S BEST.

Guaranteed under the Pure Food Laws of the U.S. and of Australia

W. H. ESCOTT CO. LIMITED, WINNIPEG

Sole Agents for Canada

Brokers wanted for Eastern Wholesale Centres

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Headquarters for White Beans and Evaporated Apples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

HENRI de LEEU W
Merchandise Broker,
28 Front Street East, Toronto.
I solicit agencies for the following lines: Peas, Beans, Canned Goods, Apples, Corn, Oats, etc. First-class references given all over the world.

The Condensed Ad. page will interest you

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents.
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg, Man.

We advertise the many uses of MAPLEINE



telling how deliciously it flavors cakes, frostings, ice cream, desserts and Sugar Syrup.

Order from your jobber, or

The Crescent Mfg. Co.
SEATTLE, - WASH.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

Importers and Agents Wanted
in Canada for
FINCH'S PATENT FLY CATCHERS,
OLD COUNTRY TOFFEES, ETC
APPLY
EDWARD KIDD & CO.
1090 Hamilton Street, Vancouver, B.C



STUHR'S
GENUINE CAVIARE,
FILETS D'ANCHOIS
(naturels),
ANCHOVY PASTE.
"Please ask for our offer."
C. F. STUHR & CO., HAMBURG.



OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NEWFOUNDLAND.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Mathieu's Nervine Powders



are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

What's as slow as molasses in winter?

Slow-running molasses is an impediment to the progress of business in the Grocery store. Customers are kept waiting and much valuable time and profits are lost by waiting for the measures to fill and the frequent "run-overs."

Enterprise Pumps and Measuring Faucets

have solved the molasses problem. The syrup is correctly measured and forced into the jar or jug in lightning time. They will draw a gallon of molasses in one minute in cold weather. They are absolutely accurate and will stand the wear and tear of daily service. Send for the Enterprise Catalog on Measuring Pumps, Meat and Food Choppers, Coffee Mills, Beef Slicers, Fruit Presses, Etc., Etc.

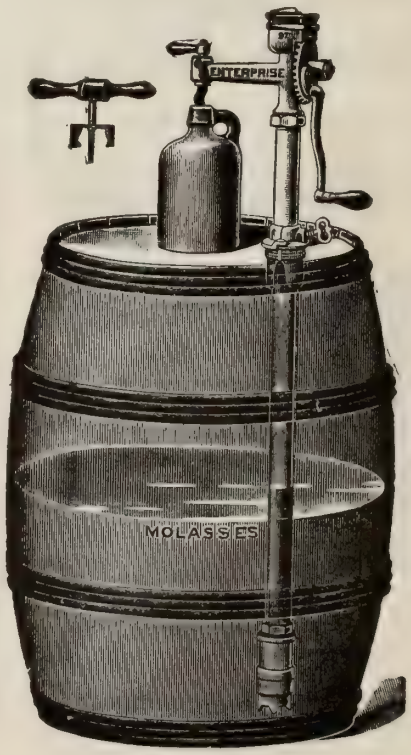
The Enterprise Mfg. Co. of Philadelphia,

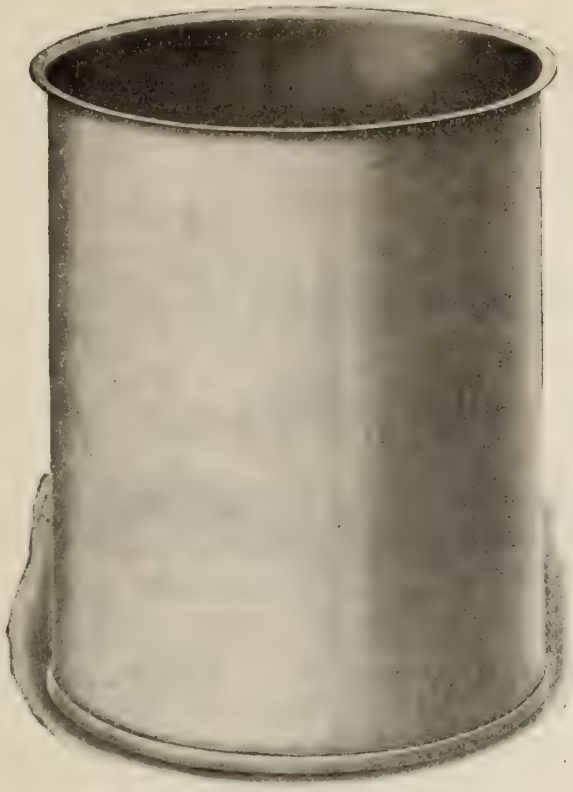
Patented Hardware Specialties

Philadelphia, U.S.A.

40 Golden Gate Ave.
SAN FRANCISCO

29 Murray Street . 176 North Dearborn Street
NEW YORK CHICAGO





Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five mighty good reasons why you should sell "Club House" OLIVES



1. We use only the finest flavored olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.
5. "Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co., Ltd.
London. Ontario
Western Selling Agents
MASON & HICKEY, WINNIPEG

COOK'S FRIEND BAKING POWDER

THE GOOD OLD-FASHIONED STUFF

ASK

us for our

New Price List

W. D. McLAREN LIMITED
Baking Powder Specialists
MONTREAL

JAPAN TEAS

Furuya & Nishimura

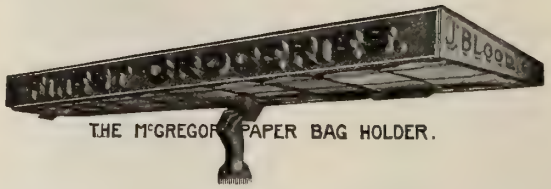
BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.

Monument Buildings, London, England



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen -Salt—and Smoked.

Quality and Service Unsurpassed

EUREKA

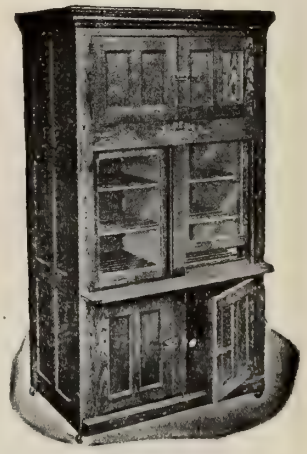
REFRIGERATORS

Eureka Refrigerator Company, Toronto

have been supplying the Butchers and Grocers with Eureka Refrigerators, which have proven themselves during the past 28 years superior to anything else made.

Nothing has been produced that will equal them for keeping perishable goods in good condition during the Summer months, or in economy of ice consumption. Butchers and Grocers who place an order with the Eureka Company take no risk, as every Refrigerator sent out is fully guaranteed by the Company.

Write for Catalogue and prices, and have your Refrigerator installed before the warm weather comes.



Eureka Refrigerator Co., Ltd.

54 Noble Street, Toronto

Montreal Representative:
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

Nearly a Million Pounds

(976,728 lbs.)

This was the INCREASE in Sales in 1913 over 1912 of

"SALADA"

Add to this the increases in the previous two years:

1912 over 1911	-	-	-	1,223,437 lbs.
1912 over 1910	-	-	-	1,090,499 lbs.

Thus in three years the increase has amounted to

OVER THREE AND A QUARTER MILLION POUNDS

(3,290,664 lbs.)

or the equivalent of Thirty-three Thousand Chests of Tea

AND THIS OUR INCREASE ALONE LAST YEAR OVER 1910.

This must convince you of the fact that SALADA is steadily absorbing the entire Tea trade of the Dominion.

Stock only SALADA and reap the benefits of the enormous demand

"SALADA"

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	78 W. Genesee St.	100 Hudson St	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block



The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL **30 Church Street, TORONTO**

AGENTS FOR THE DOMINION OF CANADA



Successful Sales

are those which are backed up with the right goods.

Crown Brand Corn Syrup

once sold to a Customer means **repeat orders.** You can particularly recommend CROWN BRAND to those of your customers who have growing boys and girls. Have you enough "CROWN BRAND" on your shelves?

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Cardinal and Brantford

Montreal, Toronto, Calgary, Vancouver

CANADIAN GROCER

VOL. XXVIII JANUARY 9, 1914 No. 2

Retailers Look to 1914 With Optimism

Enjoy Good Trade During Past Year and Apart From First Couple of Months of New Year See Few Storm Clouds Ahead—Collections on the Whole Have Been Good and Christmas Trade Exceedingly Encouraging.

MISS CANADA is dreaming of a bountiful harvest in the fall of 1914. Should her dream be realized—and it is the hope of everyone that it will—it is the consensus of opinion among the retail, wholesale and manufacturing trade that 1915 will be a record business year. That is what we must all look forward to. Canada's agricultural resources are vast and while the elements may be unkind at certain times and in certain places, it is almost a safe bet that on the whole the crops of the coming year will be of such proportions as to completely dissolve the few depression clouds that exist to-day.

Retailers Are Optimistic.

In last week's issue experiences of a number of manufacturers and wholesalers in the grocery and allied trades were published in Canadian Grocer. In this article are to be found the results of the past year's business and future prospects from a retail standpoint. A glance over the replies sent in to our request for information, indicates a most healthy and satisfactory situation. The retail grocer has evidently found that whether money is alleged to be tight or not, people must eat, for in practically all cases reports demonstrate that business in 1913 was in excess of that in 1912.

The depression may have had some influence on collections throughout the country. The speculative fever was contagious and particularly so in Western Canada. The Maritime Provinces were probably the last to feel the money tightness and even yet in many of the old cities and towns of the East, it is a negligible quantity. But from the letters and interviews received from many of our readers, few seem to have found much difficulty with collections. This is probably due to the better and more strict collecting methods which have developed in recent years. In fact one large Winnipeg firm attribute their success with this phase of the business to their improved system.

In this connection the suggestion is offered to readers that the methods of making collections and of extending credits be placed on a more sound foundation in future. If this be done it will make little difference to the dealer whether a temporary depression comes or doesn't come.

Christmas trade is generally described by retailers to be equal, if not greater than, in 1912. Here, again, is a good sign. While in some cases more credit business may have been done, yet it doesn't appear that the people were much less flush with their money than usual. A Vancouver firm states that while individual sales may not have been as large as in previous year, there were more sales made. Grocers, too, did not in many cases stock up so heavily for Christmas, so they are just as far ahead.

What of the future? Even the most conservative of the replies indicate that 1914 will be a good year after the passing of the first two or three months. If the granaries of the farmers in 1914 are well filled, nothing can prevent next year being of unprecedented proportions from a commercial standpoint. With a tendency to avoid the errors of the past, and with good crops as a foundation, we can confidently look forward to renewed prosperity on a larger scale than ever.

Experiences of some representative Canadian retailers as to 1913, and their views on the future follow:—

David Spencer, Ltd., Vancouver, B.C. —"We never anticipated that trade would be as good as it has been this year," says Mr. Harrison. "Our grocery department has excelled itself. Individual sales may not have been so large, but they have been by far more numerous than last year. We are pleased over the big gains our grocery department has made. In our opinion trade has been fully as good as last year."

* * *

Dowling & Reed, Brandon, Man. — "Our 1913 business showed an increase of eight per cent. over 1912. Collections have been fair and Christmas trade averaged about the same. Just at present we are not looking for any bright trade and we shall, of course, have to be careful in granting credit."

* * *

The W. H. Stone Co., Ltd., per A. E. White, Winnipeg, Man.—"Volume of business somewhat lighter for year 1913 than for previous year, but collections were a little above the average as particular care has been exercised in curtailing credits and insisting upon settlements being made promptly when due.



May her dream come true!

"We anticipate a quiet period during early part of the new year with a gradual improvement as the year progresses, provided we have seasonable spring and summer weather, and if crop prospects prove good as the summer passes into autumn.

"The writer feels that if the West can produce a good average crop this year, we shall gradually work back to healthy progressiveness again, and when it comes it will be marked by the absence of the ultra speculative conditions which were undoubtedly responsible in a great measure for the depression through which we are at present passing and from which the West has certainly learned its lesson."

* * *

The Climax Grocery, per W. G. Evans, Fort William, Ont.—"The volume of business for 1913 was very much in excess of 1912. Collections were good; never better. Xmas trade was no better than 1912 and I attribute that to the very mild weather we had for December.

"Prospects look good for 1914, although I look for quiet trade through January and February. If business is as good in these two months as in 1913 I will be more than satisfied."

* * *

W. R. MacNamara, Chapleau, Ont.—"Our business will show about 30 per cent. increase on 1912. Last three months of the year, however, showed a slight falling off. Collections have been fair. The last two months the C.P.R., on whom we depend, had very little traffic over this division, owing mostly to late navigation. This meant small cheques for the men and poor collections. Actual loss is about ¼% of one per cent. more in 1913. The Christmas trade, counting 5 days previous to Christmas, was about 10% ahead of last year. The poor pay-cheques, however, hurt the cash business and the increase was all in credit.

"We are looking forward to a good average year, not expecting, however, to show much increase."

* * *

J. B. Kemp, Pembroke, Ont.—"In 1913 trade was slightly better than in the preceeding year. Collections were a shade slow but Christmas trade came out a little ahead of 1912. I am looking forward to good business this coming year but until money is more plentiful trade will be a little slow.

"I wish you the compliments of the season," adds Mr. Kemp, "and all the success your efforts deserve."

* * *

Hugh Malcolmson, Chatham, Ont.—"Business was better in 1913 than in 1912 and collections were exceptionally good. Christmas trade was also better than a year ago and prospects for 1914 are very bright indeed.

"This section of the country had exceptionally good crops this past year and there are practically no farmers' accounts with us—goods are paid for when ordered by them. Factories have all been busy, even during the past two months, and everything points to a prosperous 1914. There has been no boom here, although building has been active. Values are steady and rising gradually."

* * *

Gordon B. Drake, London, Ont.—"Increase in our business in 1913 was $5,000 over 1912. Collections were probably not quite so good. Christmas trade was good and during the last three days was excellent. I look forward to a better year in 1914.

* * *

John Kew, Brantford, Ont.—"Our business showed an increase of $1,840 over 1912, but collections were a little slower than during 1912. Christmas trade was ahead of 1912 in volume, but not so many varieties of Christmas lines were in demand. The prospects for 1914 look very bright aside from the fact that some factories here are slack at present; but we expect they will be busier as spring opens up."

* * *

Barnsdale Trading Co., E. K. Barnsdale, Stratford, Ont.—"Business in 1913 with us was extra good and with better management our collections were splendid. Christmas trade was also extra good and from what we can learn from our industries trade during 1914 will be fairly good."

* * *

The Craig Co., Ridgetown, Ont.—"Ninety per cent. of our customers are in good circumstances, but some are always hard up and always will be. History keeps repeating itself. For 1914 it seems to me that if we keep up to 1913 we shall be doing well. Our December trade was equal to that of 1912 but the volume for the year was a shade less."

OUTLOOK NOT DISCOURAGING.

"General conditions in Kingston having improved, we have received our share during 1913, and sales show a good increase over 1912. Collections have been good. Our Christmas trade showed a 25 per cent. increase.

"It is not safe to be too optimistic just now, still the outlook with us is not at all discouraging." — J. R. Henderson, Kingston, Ont.

John O. Carpenter, Hamilton, Ont.—"Our 1913 business was much larger than 1912 with collections probably not quite so good. The Christmas trade was much larger and while I think the beginning of 1914 will be quiet, later I expect to see business will be better than ever.

* * *

The T. S. Ford Co. Limited, per T. S. Ford, Mitchell, Ont.—"Ours is a general business including groceries. Our turnover for 1913 was about two thousand dollars ahead of 1912, but both the fur and grocery departments were behind.

"The extremely mild weather no doubt seriously affected the heavy furs and the grocery departments suffered from peddlers who go through the country during the summer months gathering produce and distributing groceries—this year more than formerly.

"Collections are fully up to last year and there was very little difference between the Xmas trade of 1912 and 1913. The crops in this section, with the exception of hay, were good and with all farm stock and produce selling at high prices the prospects for 1914 should be bright.

* * *

R. Higgins & Son, Yonge St., Toronto.—"Our 1913 trade was slightly ahead of the previous year with collections quite up to the average. The Christmas trade was the largest in our history.

"There is a feeling of apprehension as our volume of business is still keeping well up with past records, we cannot say whether it is well founded or not. We can state, however, that it is exceedingly difficult to maintain a proper percentage of profits—and this is especially true of fresh meats, poultry and provisions.

* * *

J. S. Bond, Gerrard St., Toronto.—"My business for 1913 was far in excess of 1912, every month showing considerable more than in the year previous. Collections as far as I am concerned are about the same. I have but few collections to make as I do mostly cash trade. The Christmas trade was fully as good as in 1912.

"The prospects for 1914 do not look as good as 1913 at this time of year. I think there are more out of employment now than last year at this time. Tightness of money, and the cry of hard times is in some cases causing the public to hold on to what they have."

* * *

E. F. Mason, Peterboro, Ont.—"Business in 1913 was over 25 per cent better than during previous year. Collections too were good and Christmas trade was between eleven and twelve per cent.

(Continued on page 44.)

Successfully Breasting Currents of Trade Towards the Mail Order Houses

What Has Been and is Being Accomplished by a Western Ontario General Merchant in This Regard — How the Wants of His Farmer Customers Are Looked After — The Importance of Personal Service and of Knowing Thoroughly Characteristics of Every Customer.

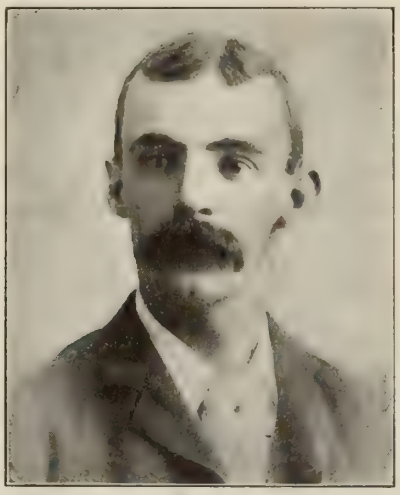
SIXTY years ago in the spring, the general store business now operated in Lambeth, Ont., by James A. Kelley, was established. Lambeth is a little hamlet nestling in the centre of a fine farming district a few miles from London. Here, back in 1854, Mr. Kelley's father, founded a small store which, under his and his son's direction, has prospered throughout the intervening years.

The general reason for this prosperity is the fact that the Kelleys have been able to keep the farmer's trade at home. Had their business methods been of such a character that farmers found it more convenient to go to London or send to distant mail order houses for their goods, there might have been a different story to tell. But more about that presently.

Jas. A. Kelley has been a general merchant ever since he was big enough to look over the top of the counter. For 33 years the present store has been occupied, the first having long since been razed to the ground. For the past 12 years the present proprietor has been at the helm.

Raises Standard of Goods.

Shortly after Mr. Kelley assumed control of the business 12 years ago, he decided on an important policy which he



JAS. A. KELLEY, Lambeth, Ont., Who, with his good wife and daughter, is doing much towards eliminating outside trading.

claims has been one of the chief factors in carrying him through all competition, outside or otherwise—he decided on raising the standard of the goods to his customers.

This was not accomplished all in a day. Step by step, gradually but surely, his trade was taught to appreciate high quality goods in every line.

"For instance," remarked Mr. Kelley to the writer, "when a customer asks me for a pair of boots, I always show the higher priced ones first. In most cases I sell them. If they are too high, then I show cheaper line and even at that it is, in majority of cases, easy by contrast to sell the better boots.

"Besides making some 80 cents margin on the superior goods as compared with about 40 on the others, we give better satisfaction and have more pleased customers."

This method of Mr. Kelley's has done much to keep the trade of his neighborhood at home. His customers have learned that they cannot do any better than adopt his suggestions in the matter of quality comparisons, and as he is careful not to charge prices higher than distant mail order houses or London merchants, the difficulties in the way of holding the money at home are not so great.

Studies Mail Order Catalogues.

"The mail order houses? Oh they do not give me any bother," said Mr. Kelley in answer to a question. "There are a few catalogues coming into the district and I get one of them myself. This I study carefully to find out just where are the catch prices. In wall-paper, for instance, I long ago discovered that the catalogue houses sold the wall-paper itself rather low, but they made up on the border what was lost on the paper. I adopted the same policy and my customers know that wall-paper is just as cheap and as good here as any place else."

Has Department Store Himself.

In the opinion of this general merchant, many dealers lose trade by not having the goods the farmer wants and not making any effort to get them.

"I always get a farmer what he asks for if it is not in stock," he declared. "It makes no difference what it is (from a needle up to a piano) I get it for him."

This is surely one of the chief obstacles preventing the mail order houses from getting a footing in country districts. When a man asks for a certain article he usually wants it and is going to get it somewhere. It is up to the merchant to make his best endeavor to supply it.

A trip through Mr. Kelley's general store reveals a wide range of goods.

THE TRIUMPH OF PERSONAL SERVICE.

This article is the second of a series on "Keeping the Home Trade at Home." It illustrates the methods of a progressive country general merchant who has to deal principally with farmers. But what is of more importance, it shows that the man who succeeds in holding the trade of his community against the mail order and nearby city trade currents, must give a service which has no competition. Where there exists a live, aggressive dealer—one who gives thought to the problem of modern service — there is little chance for the mail order houses to get a footing in his community. The flesh and blood power of proper personal service always triumphs.

PERSONALITY IN THE CALENDAR.

The 1914 calendar issued by Mr. Kelley this season is one in which is contained his own personality. As referred to in the accompanying article he is this year celebrating the completion of 60 years in business of his father and himself. Symbolical of the past and present, the illustration of the calendar shows a hesitating maid attempting to choose between two appealing swains one, with the horse and buggy and the other with the modern automobile. The subject of the sketch is "The Old and the New." Below is reproduced a cut of the Kelley store as it appears to-day, and the wordings "1854—1914; Compliments of the season on the occasion of the 60th Anniversary of our Business."

Groceries, of course, form the chief item. Then there are dry goods of many kinds, boots and shoes, harness, whips, wall-paper, robes, paints, garden tools, screen doors and all kinds of other hardware. A vacuum cleaner was also observed in stock. But if the farmer does not find what he wants among such a varied list, Mr. Kelley takes his order on the spot and gets it. He finds he can in the majority of cases sell such goods cheaper than the larger stores in any of the surrounding towns. In other cases prices are usually the same.

Rural Phones a Help.

The rural phone has been quite an acquisition to business in the vicinity of Lambeth. Some 300 rural phones are distributed throughout the district and the owners of probably half of these are customers of the Kelley store. "Often after the husband leaves for the village," explained Mr. Kelley, "his wife thinks of something she has forgotten to order. If she has the phone she uses it. Sometimes, too, when certain goods come in which I think will be appreciated by certain customers, I call them up on the phone and suggest that they be sent along with Mr. So-and-so who happens to be in the village."

Asked if he thought Parcel Post would be a help to a merchant situated as he is, he replied that it would depend considerably on the rate. If the rate for the first 20-mile zone were low enough, small goods might frequently be sent. In country districts, of course, such goods as sugar and flour are bought generally by the sack.

Little Lost in Bad Debts.

The fact that Mr. Kelley finds very few if any losses during the year from bad debts, emphasises the advisability of the merchant knowing personally the character, likes and dislikes of each individual credit customer. During the past twelve years particularly, he has educated many of his customers to either paying cash or to pay accounts more promptly. Twelve years ago when he assumed the proprietorship, due bills circulated freely in Lambeth. Whenever farmers brought in some produce, the merchants gave them due-bills for any balance there happened to be. The result, in Mr. Kelley's experience, was that so many of these were in circulation that they became somewhat of a nuisance. Farmers didn't have the money to pay the blacksmith or the barber. There was no "ready" money on tap.

On taking over the business, Jas. A. Kelley immediately discontinued the due-bill system. If there was a balance due a farmer, he paid him cash. The blacksmith and the barber then often secured cash and in turn they paid more cash for their goods. But the greatest benefit to Mr. Kelley in this move was the fact that it increased his trade. The news quickly spread around that he was paying cash for all produce that wasn't taken out in trade.

"Trade began to pick up," he stated to the writer," and in three months' time I had a good many new customers many of whom are with me yet."

This policy together with the tendencies towards more mixed farming, have helped payments in the Lambeth district. It taught many of the farmers promptness and although there are cases where some settle up but once a year yet the percentage of cash and short-term credit has greatly increased.

Mr. Kelley, as aforementioned, knows his customers, having lived among them close onto half a century. That probably explains why he loses so little in bad accounts. He has no difficulty in getting his money in. For some accounts he has to wait a year. When October comes around he sends out the account in full not itemized. If a customer would like to see the items he has them in a loose-leaf book and just as soon as the account is paid, he tears out the leaf and gives it to him. If any are a little tardy about paying accounts, he suggests to them that he "would like a little money," etc., etc., and has no trouble in getting it.

To only one farmer does he refrain from sending out an invoice. "I did it once," he said, "and he was insulted. I know he is good so I wait and I get my money once a year and lose nothing."



The store of Jas. A. Kelley, Lambeth, Ont., typical of many of the general stores throughout old Ontario. It will be remodelled in the spring to permit of greater display space in the front. The business has been conducted for 60 years by Mr. Kelley and his father before him.

Saves Much In Discounts.

A strict policy is pursued in buying. Cash is paid for everything and all discounts are taken. "While I could not say definitely I think I save probably $500 a year by taking all discounts." In twelve years that would amount to a tidy sum.

While this store has considerable warehouse room, Mr. Kelley feels that there should be more display space. Wall-papers, boots and shoes and other goods now have to be kept upstairs. In the spring he intends expanding. The front of the store will be remodelled to make way for more windows. So this year will be Expansion Year as well as the 60th anniversary of the founding of the business.

Stock is turned over in the Kelley store an average of three times a year. Expenses are about 12 per cent. of turnover.

Brighten Up Trade in January By Pushing Cold Weather Lines

Season Here for Cocoa and Chocolate, Meat Extracts, Syrups, Soups, Etc.—Canned Vegetables, Pork and Beans, Sausage, Fancy Biscuits and Wines Among the Other Lines to Get Behind —Show Card and Advertising Suggestions.

WHAT has our old friend the weather man in store for us? This is a question on the lips of the majority of human beings in Canada. Some predict mild weather generally, while others say that signs point to a more frigid temperature than December presented us with.

Outdoor Exercises in Progress.

At any rate the winter season is here and we all know what to expect. That we shall have cold weather in January and February is beyond a doubt. The man who looks after the weather, we may be assured, has considerable of the Jack Frost extract up his sleeve. The skaters are out, the skiers have been hard at it in many parts of the country; curling is being indulged in by the older folk and many of the young too.

All this has a direct bearing on the trade of the retail grocer. He has now the opportunity to move out those goods common to the winter season. He should snatch this opportunity while it lasts. Goods such as meat extracts, canned and concentrated soups, cocoa, pork and beans, syrups, etc., are among the most important in this category. With winter games, outdoor work and exercise in progress these are lines which will appeal to the housewife at the present moment. She should also be appealed to in connection with afternoon receptions where the women folk assemble to chat over the progress of the cause of women's suffrage, the new baby, or the cost of living.

• • •

Going into a grocery store in Winnipeg the other day, a Canadian Grocer representative found the proprietor, pad and pencil in hand, taking notes from the shelves.

"Stock-taking?" he was asked.

"Scarcely with this small book," was the reply. "I am just jotting down a list of goods which we should push during the winter months."

The newspaper man asked to see the list, and here were found, among others: Soups; meat extracts; corn and cane syrups; cocoa and chocolate and fancy biscuits; bread and buckwheat flour; sausage; canned vegetables; unfermented wines.

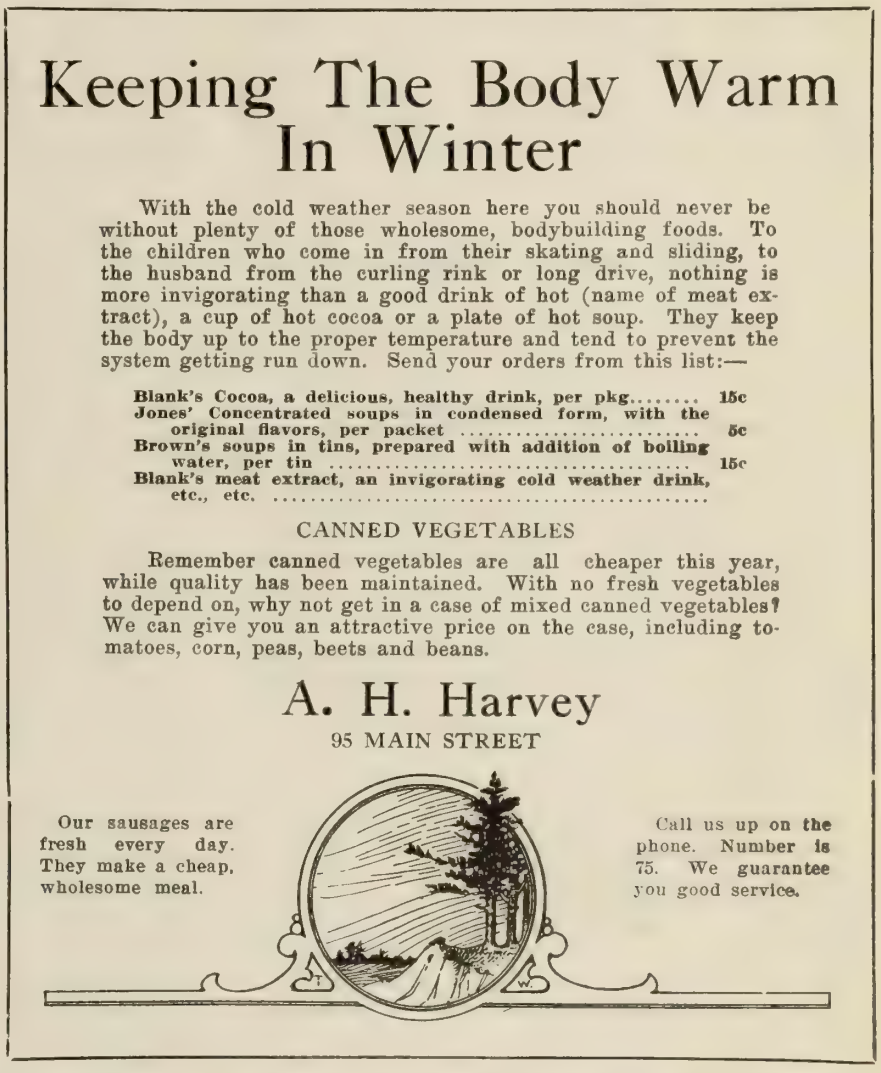
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While some of the goods mentioned may not come under the heading of cold weather lines, they nevertheless are all lines which ought to be pushed now. Fancy biscuits go well with cocoa and chocolate for the afternoon and evening receptions; more flour is used for winter baking in the home, because the fire has to be kept up anyway; canned vegetables should be sold now, since the season for domestic fresh goods is over; wines are used for the afternoon callers around and after the holiday season.

Every retail dealer knows that he can sell an article much more readily if he has a good timely reason why the customer should buy it. In each of the above-mentioned cases there's a reason. If the right reason is used in each, good sales of all these articles are sure to follow.

How about a window display of cold weather lines, including some of the goods referred to? If they are neatly arranged with a few carefully planned display cards, buyers will be attracted. Here are a few suggestions for cards:—"Drink Hot (name of meat extract) After the Outdoor Exercise"; Cocoa—"A Refreshing Drink for the Afternoon Reception"; "Begin the Dinner With Hot Soup—These are Easily Prepared"; "Pork and Beans—a Body-building, Warm, Winter Food"; "Syrup—a Heat-producing, Fattening Food."

The same suggestive intimations should be included in the newspaper advertisement. Give the customer a reason why she should buy soups, cocoa, meat extracts, etc. Merely the name and price without the reason is of little value. Start the campaign now.



Suggestion for a winter goods newspaper advertisement to help brighten up January trade.

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TORONTO, JANUARY 7, 1914

THE RETAILER SHARES WELL.

It would be difficult to find any more cheering news from a business standpoint than that which appears in the letters from a number of representative Canadian grocers in the first article of this issue. The year 1913 had not reached many mileposts when the banks passed the word along to travel a little more cautiously. From that time talk of money-tightness filled the air and it has been on the tight side since. People have been cautious. Those who had real estate payments to meet curtailed other expenditures and in places where factories closed down the pinch of tight money has also been felt to a considerable extent.

But through it all, how did the retail grocer come?

In the first place it must be borne in mind that 1912 was a remarkably good business year. The country had been going ahead at a rapid rate and the zenith of its course was reached that year. Yet from all appearances the retail grocery trade had just as good if not better business last year under more adverse circumstances.

Canada is a young country with resources, so far as we can see at present, unlimited. As population increases and these resources are developed, it becomes more and more a difficult matter to meet with a set-back. Food being absolutely necessary to our existence, the staple grocery trade is perhaps the last to experience any depression. These two things, probably more than any other, account for the remarkably fine showing to which the letters of the retailers bear testimony.

ANALYZING LAST YEAR'S BUSINESS.

The article of Henry Johnson, Jr., in this issue is a strong testimonial to the necessity of an analytical study of the business methods of the past year. It emphasizes, too, the importance of the annual inventory as a basis to a careful resumé of the internal operations of the business.

Mr. Johnson suspects that many in the trade are drifting into the practice of allowing their margins to become too wide. Is this a fact? If there is a doubt on the part of anyone, should he not make sure as to just what he is doing in this regard?

The article further urges that a definite stand be taken on the conditions of the store service. Is lavish service to be granted anyone who asks for it, regardless of the amount of purchases, or is the customer to be trained to be more considerate in her demands for special service? What is "true service," and how is it to be definitely decided upon?

These are all pertinent questions dealt with in this article of Henry Johnson. That he has given the matter deep study is self apparent. He illustrates how he has educated his own customers to expect a more reasonable, sane service. This has developed into a better store organization, and what is of more importance, it is reducing his expense of doing business.

THE POTATO EMBARGO.

Just why the United States have decided to put an embargo on Canadian potatoes is more than dealers in this country can fathom. That blight is prevalent in Canadian stock, they claim, is nothing but a subterfuge as potatoes in this country show no more signs of this malady than they ever did. If that be true, it looks like a case of manipulating some section of the government of the United States on the part of one or more large potato holders there.

The embargo nevertheless, if it lasts, will have the effect of easing our market here, as Quebec and Ontario will be offered more New Brunswick stock. This week in some markets this easiness was apparent in slightly reduced quotations.

In the meantime those dealers who are in the market for potatoes might be well advised to purchase on a safe basis until it is conclusively known whether we are or are not to have the embargo.

At a meeting of potato men in Woodstock, Ont., the other day, this question was discussed with Government representatives from Toronto and Ottawa. There it was the consensus of opinion that the embargo would not be lifted and the following retaliative resolutions were submitted:—

(1) "That we do not ship any potatoes to the United States this year." (2) "That we ask the Government to put an embargo on potatoes coming to Canada." (3) "That we ask the Government to take the duty off potatoes coming to Canada."

The first two passed.

SUGAR REACHES LOWEST POINT IN EIGHT YEARS

Last week the Canadian Grocer hinted that a decline in sugar was by no means improbable. Shortly after the paper went to press the forecast was justified by a drop of 10 cents per cwt. in Montreal, with corresponding movement in Toronto.

An interesting feature of this decline is that sugar is lower now than it has been since 1906, when prices were at the same level. In fact, in the last fourteen years there have only been three times when sugar was lower than it is now. These were during 1902, 1903 and 1904, when prices were $3.90, $3.70 and $3.85 on Montreal market in each of the three years respectively. Now it is $4.25 on same market.

The reason given for decline at that time was that production increased much more rapidly than consumption comparatively speaking. While present conditions are peculiar it is a safe guess to say that the downward movement is due partly to the same reason, for, generally speaking, the consumption of sugar tends to decline during the later fall and winter months, partly to the fact that Cuba is harvesting her record crop, partly to the prospective tariff charges in U. S. and in a certain measure to the lack of the speculative element which has characterized many lines during the past year. Other conditions may enter in as well but these are not the least powerful.

The decline which has taken place in the last thirty days amounts to 20 cents per cwt. News has been received of a sale in New York on Saturday last which was at the rate of less than 1¾ cents per lb. f.o.b. Cuba. If all information to hand is reliable this is away below cost of production and therefore many repetitions are not to be looked for. It is believed by some, however, that as the market adjusts itself to the new U. S. tariff, prices will advance. Generally speaking, sugar tends to advance during the year up till preserving time and the present exceptionally low prices lead us to expect that there will be advances sooner or later. But whether this will be a matter of weeks or months is at present something of pure conjecture. We are inclined to believe, however, that any increase in prices will be made gradually.

Now would be an opportune time for the retailer to sell sugar by the hundredweight. He has the argument of low price in his favor and at this particular time such an argument would be appealing to a great many. In putting on a retail price per hundredweight, he should of course see that he is making a fair profit. One can usually get such a profit when an article is low, for when it advances the customer is inclined to sit tight on her money.

Brighten up January still further by selling some sugar.

A GREAT INJUSTICE.

The last report sent out from the Department of Inland Revenue gives interesting figures on the inspection of weights and measures.

The total number of weights and measures inspected during the twelve months preceding the completion of the report was 359,068. Of that number 356,674 were found accurate and 2,394 were found to be incorrect; in other words fault was found in about one-third of one per cent. of the number tested.

For the maintenance of this system of inspection, the amount paid in by manufacturers and retail merchants during the year was $100,696.52.

These figures sum up the situation closely and it is not hard to see why the retailers as a body object to the assessment levied upon them for weights and measures inspection. They are compelled to pay a heavy tax each year in order that the public may be protected against dishonesty and inaccuracy. That the possible loss to the public from incorrect measures and scales has been reduced to a minimum is apparent from the report now published. It is quite possible, in fact highly probable, that the amount would be larger if the system of inspection were discontinued. Any retailer with a desire to cheat the public would then be able to give his dishonest propensities full swing and others might be inclined to less care in the verification of the accuracy of their weights. This is not disputed in any sense of the word. In fact, reputable merchants are anxious that the system should be continued. They realize the necessity of it.

But is it fair to put the heavy burden of paying for this system on the merchant? That at least 99 per cent. of retailers are scrupulously honest and careful is established by the figures in the report. That they should be compelled to pay tribute regularly is not just. The customs inspector gets his salary from the Government, not by collecting from the people whose effects he goes through. The play censor draws his salary from the municipality, not from the theatres he visists. The sanitary inspector is a civic officer, paid by the municipality and not by means of fees collected with each inspection. The principle behind each instance quoted is the same; where duties are created in the public interest, the expense attached is borne by the public. Why then should an exception be made in the matter of inspection of weights and measures?

It is gratifying to note that the report refers to the "intense and growing demand" for a "considerable reduction in the fees collected." The statement is made that "it would seem then that the time has come when the deficit incurred by the W. & M. service must be accepted as an administrative obligation." With this sentiment prevailing in administrative circles, it is reasonable to assume that the hardship will shortly be mitigated and, perhaps, ultimately removed altogether. It would be well, however, for the retail bodies to insistently present their case and to work without cessation until results show.

The deputation which will approach the Government on this question in the near future will have a strong case to present.

EDITORIAL NOTES.

Have you written it "1914" yet?

* * *

If any of your customers are complaining about the high cost of living, sell them rice.

* * *

Thirty-four new post offices were established in Western Canada on December 1 last. Practically all of these were opened before the New Year.

* * *

Whether the human race eats to live or lives to eat, is a question of little importance to the grocer. He supplies the fuel for the body in either case.

* * *

People whose monetary legs operate only on the upgrade should not cry out against the cost of living. What they need is a pruning knife to bring the living cost within the income.

Looking Backward That We May Look Forward

The Value of the Past in Shaping Out the Future More Intelligently, is Dealt With in An Exhaustive and Analytic Manner in This Article—Importance of the Double Inventory in Determining One's Exact Position—Eliminating Unprofitable Service.

By Henry Johnson, Jr.*

THERE is plenty of joking about this business of making resolutions for a New Year; but is there not sound logic in the practice? Why think of it as a jest when we stop to take account of stock not merely and only merchandise, but of our actions and the ascertained effect thereof? What more wholesome than to seek to shape our course better in the future than we have in the past; and how better to do that than by facing our mistakes and resolving to remedy them?

In the quiet days following Christmas comes the natural time of inventory. Surely that is the time to look ourselves over for ways of betterment. I always do it; have always done it; expect to continue to do it. I make no secret of its usefulness and the efficacy of setting a new course through looking backward at sundry prominent landmarks.

Double Inventory.

In the big department stores the various managers inventory more or less frequently. Some monthly; some quarterly; some semi-annually. They inventory as often as the heads think it advisable to look over the work. And you may depend on it that the watch is closely kept up.

As the inventory is taken, the retail price is put on each article. Then the manager goes over the lists and inserts the cost, or present-value prices. Both columns are extended and added in the office. Then the cost is subtracted from the sales column with the result that the actual average spread is ascertained. If this is good in those big businesses, why should it not be good for us?

Should Know Average Gross Margin.

I have never done this in my business, though I have planned to do it once or twice. Now I am doing it. For you know we have sugar at 5 per cent. to 8 per cent.; flour at 12 per cent. to 16 per cent.; tea at 25 per cent. to 60 per cent.; canned goods at 20 per cent. to 35 per cent. How many of us know what our AVERAGE actually is? And if we do not know, how can we estimate with any accuracy whither we are heading? When my inventory this year is completed, I shall KNOW just what my average gross spread amounts to. I am looking forward eagerly to the answer.

Having ascertained just what my spread is, what use can I make of the knowledge?

Well, I suspect that many of us are drifting into the dangerous practice of allowing our margins to become too wide. That may seem paradoxical when all the talk is about margins which are too narrow; but it is good sense just the same. If we charge too much, we kill off a percentage of consumption; become known as "high-priced;" and, worst of all, "hold the umbrella for competitors" who otherwise would not be able to compete at all. We must get enough, but not too much. "There is that scattereth and yet increaseth; and there is that withholdeth more than is meet but it tendeth to poverty."

Now we do not KNOW these things. It were well to know them. Then, if we find our average margin is, say, 24 per cent. or 25 per cent., we may safely begin to trim here and there where we may find our stock is top-heavy. Without such knowledge, we may want to cut down and unload some of the things we find we have in excess of reasonable requirements, but we cannot do other than stab at it all, taking long chances, unless we KNOW just what the average excess is.

The Conditions of the Service.

In Canada we have a sort of auxiliary force called the "Volunteers." This is a body of men held strictly in reserve, which cannot be called out except for defence against an actual invader. When the recruit is sworn in, he agrees to serve "according to the conditions of my service, so help me God!" Not any kind of need will give into the hands of the Government the right to call on him unless invaders appear. Yet he is trained, drilled, taught, and costs money. An invader, we are glad to say, seldom appears, and the force has existed for many years; yet no one can demand a day of work other than such drills as the volunteer has agreed to take.

I am more strongly of the opinion as the days go by that we grocers must take some stand as to the conditions of OUR service. To-day, and for many years past, we have had "service" talked into us. We have talked it ourselves. We have offered it freely, nay, lavishly, and apparently with no thought of its cost. I believe that we have gone to an unwarranted extreme and that very soon we shall have to stop a lot of what we have lately done in this regard.

What the Delivery Costs.

Consider that I use three autos and a wagon to handle a business of $75,000. Consider that, if I might deliver at an even gait throughout the day, I could handle all this business very comfortably with one auto. It is plain that I might reduce my expense of delivering about 70 per cent. Figure that I now pay 4 per cent. to deliver, which is about what it costs, and it is also plain that I could cut out 3 per cent.; and 3 per cent. is $2,250 per annum. I might get on with a gross margin considerably reduced if I could know that I was saving over $175 per month on this expense.

I am satisfied with the reductions I have made in my service and the exacting delivery demands to which I used to submit. I feel sure that further logical effort along the same lines will enable me to make still more radical reductions, greatly to the betterment of my business and at some considerable saving to my customers—those, that is, who have the good sense to submit to more limited and less costly service.

Customers Will Be Better Trained.

I am satisfied that some patient work along these lines will result in my having a clientele of better trained customers. I know this because I have done such a lot along these lines during the past year. Many, many of my customers apologise now, if perchance they put in a second order during the day. I know, too, that many more make it a rule to order once and be done with it, doing without anything they may have forgotten until the next day.

More and more I notice the growth of the habit of ordering only once or twice a month, or weekly, instead of daily, and several times each day. And all of that means the planting and growth of something like common sense.

True Service.

Now, therefore, having accomplished this much, I shall fail of such true service as I really owe to my customers if I do not look very carefully over my

(Continued on page 41.)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

The Inspection of Weights and Measures

Report of Deputy Minister of Inland Revenue Shows Revenue and Expenditure—Suggested Reduction in Fees — Deputation of Merchants Will Wait on the Government in February.

THE latest report of the Deputy Minister of Inland Revenue, on the inspection of weights and measures, contains some interesting data for hardware merchants, especially for those who have, for some time past, been advocating that the inspection of weights and measures should be made at the expense of the public treasury.

The total revenue collected during the year (fiscal year ending March 31, 1913), for the inspection of weights and measures was $100,696.52.

The total expenditure was $131,344.71. The kindred services of weights and measures inspection earned about 77 per cent., of what is claimed to be its actual cost.

Number of Inspections.

The total number of weights and measures presented for inspection was 359,068. Number verified 356,674. Number rejected 2,394. These figures do not include inspection of gas and electric meters. Seventy-five seizures were made, and it is interesting to note, that these seizures were all made, in one province.

The report shows a considerable increase in expenditure, which it is claimed, is due to the fact that the same immense territory has to be journeyed to perform an annual inspection as biennial inspection, whilst expenses for the cartage and transportation of inspector's standards and equipment is more largely borne by the service. An additional item of expense was also incurred by the purchase of a new set of standards for the equipment of the W. & M. Standards Branch.

Suggested Reduction in Fees.

Article 7 in the Deputy Minister's report contains some significant remarks as follows: "I might here remark that there is throughout the Dominion amongst the public, scale manufacturers, retail and wholesale merchants, and elevator interests, an intense and growing demand for more efficient and more frequent W. & M. inspection, and also for considerable reduction in the inspection fees collected.

"It would seem then that the time has come when the deficit incurred by the W. & M. service must be accepted as an administrative obligation, and as one that must necessarily increase, and be provided for in the interests of the stability and integrity of Canadian commerce."

Grocery and other merchants have for many years objected to the charges incurred by the weights and measures inspection.

Merchants realize the importance, and necessity of weights and measures inspection, but object to legislation which, in a large degree, is protecting the public, who are receiving protection at the expense of the merchants.

The large percentage of those receiving protection pay very little towards the cost of enforcing the protection which they enjoy.

It is decidedly unfair that the merchant should have to stand such a large share of the expense. Grocery dealers in particular have been heavy contributors, on account of the large number of scales, measures, self-measuring pumps, etc., used in grocery stores.



Retail merchants are heavy contributors to the revenue.

Grocers in convention have discussed the question from all angles, and it is the intention of the Ontario Retail Grocers' Association to present to the Government, during the coming session at Ottawa to present a petition asking that the inspection be made at the expense of the public.

It is expected that the deputation, waiting on the Government, will present some very strong arguments to show why the merchants should be relieved of what appears to be an excessive charge for an inspection, the aim, and object of which is largely to protect the public.

EXTRACT FROM REPORT OF THE DEPUTY MINISTER OF INLAND REVENUE.

"I might here remark that there is throughout the Dominion, amongst the public, scale manufacturers, retail and wholesale merchants, and elevator interests, an intense and growing demand for more efficient and more frequent weights and measures inspection, and also for considerable reduction in the inspection fees collected. It would seem then that the time has come when the deficit incurred by the weights and measures service must be accepted as an administrative obligation, and as one that must necessarily increase and be provided for in the interests and stability and integrity of Canadian Commerce.

Paragraph 7 of the report of the Deputy Minister indicates that the trade in general is demanding more frequent, and more efficient inspection and also a considerable reduction in the inspection fees collected.

Considerable pressure can be brought to bear upon the Government, if the merchants co-operate, and work together in an effort to relieve themselves of the heavy fees which they are called upon to pay for the protection of the public.

If the present system were abolished, and a new system inaugurated, whereby the inspection of weights and measures should be made at the expense of the public treasury, the merchant as an individual, would still bear his share of the expense of operating the weights and measures service, which was not instituted solely for the protection of merchants, but for the common good.

Government Fixes Vinegar Standards

Various Terms Used in Manufacture of This Article Defined—A Lengthy List—The Proportion of Acetic Acid to be Used Between 3.5 and 10.5 Per Cent.

Ottawa, Jan. 8.—(Special.)—Vinegar is another item in the grocery line that has been added to the list covered by food standards. The following standards have been established through an Order-in-Council:

1. Vinegar is a more or less colored liquid, consisting essentially of impure, dilute acetic acid, obtained by the oxidation of wine, beer, cider, or other alcoholic liquor.

2. The term acetic acid, in the above and in the following clauses, is to be understood to mean acetic anhydride, $C_4H_6O_3$; molecular weight = 102; equivalent weight = 51.

One cubic centimetre of normal soda neutralizes 0.051 gramme of acetic acid. Hence, the number of cubic centimetres of normal soda required to neutralize 100 grammes of vinegar, when multiplied by 0.051, gives the percentage weight of acetic acid contained in the vinegar.

When the vinegar is measured instead of being weighed the number of cubic centimetres of normal soda required to neutralize 100cc of the vinegar, multiplied by 0.051, gives the percentage weight of acetic acid in 100 volumes of the vinegar and is stated as percentage of weight in volume.

3. Vinegar shall contain not less than three and one-half (3.5) per cent. and not more than ten and one-half (10.5) per cent. of acetic acid.

4. Wine vinegar is vinegar made by the alcoholic and subsequent acetous fermentation of the juice of grapes.

5. Spirit vinegar; alcohol vinegar; grain vinegar is vinegar made by the acetous fermentation of diluted distilled alcohol.

6. Malt vinegar is vinegar made by the alcoholic and subsequent acetous fermentation, without distillation, of an infusion of malt, with or without the addition of other cereals. It is dextrorotatory, and contains in 100cc not less than 1.8 grammes of solids, and not less than 0.2 gramme ash.

7. Cider vinegar, apple vinegar, is vinegar made by the alcoholic and subsequent acetous fermentation of the juice of apples. It is laevo-ratatory and contains in 100cc not less than 1.6 grammes of apple solids, of which not more than 50 per cent. is reducing sugars, and not less than 0.35 gramme of apple ash. The water soluble ash from 100cc contains not less than ten milligrammes of phosphoric acid (P_2O_5) and requires not less than 30cc of decinormal acid to neutralize its alkalinity, 100cc of the vinegar contains not less than 0.15 gramme of glycerine.

8. Vinegar may be made by the acetous fermentation of dilute alcoholic liquids whose alcohol may have had its origin in the fermentation of fruit sugars of various kinds, or of ordinary sugar. Such vinegar should bear distinctive names, indicating the source of the saccharine matter.

9. Blended vinegar is made by mixing two or more of the above varieties of vinegar.

10. Artificial vinegar; imitation vinegar; vinegar substitute; acetar, etc., are solutions of pure acetic acid within the limits of strength of vinegar, which acid is not wholly the product of alcoholic and subsequent acetous fermentation.

11. Concentrated vinegar; vinegar essence, is a liquid containing more than 10.5 of acetic acid, whose acetic acid is entirely the product of the acetous fermentation of alcohol.

12. Concentrated artificial vinegar, or concentrated imitation vinegar, or imitation vinegar essence, is a liquid containing more than 10.5 per cent. acetic acid, such acetic acid being in whole or in part derived from other sources than the acetous fermentation of alcohol.

13. Concentrated vinegar; vinegar essence and concentrated artificial vinegar, etc., as defined in sections 11 and 12, shall not be offered for sale when the acetic acid content is above twenty-five (25) per cent., unless labelled in such a way as to show plainly that the article is poisonous unless diluted with at least an equal amount of water.

In future vinegar sold under any of the above mentioned names must conform to the set standards.

Richard Dickeson & Co., 136-148 Tooley Street, London, S.E., England, having completed arrangements for the development of their packet tea trade in Canada. They have despatched consignments to various distributing centres. Each packet bears a fac-simile of the "Incorporated Institute of Hygiene Certificate of Purity."

HARD TO PLEASE.

Grocer.—What was that woman complaining about?

Clerk.—The long wait, sir.

Grocer.—And only yesterday she was kicking about the short weight. You can't please some people.

How Other Grocers Do Things



TIME TO SELL JELLY POWDERS.

"Jelly powder," remarked a Winnipeg grocer the other day, "is a line we always push strongly in winter. While it is a good all-the-year-round seller, yet we make more of a feature of it at this season. One reason is that the housewife can make jelly easier now. It sets better and therefore there is more encouragement for her to try it. Many are not equipped with refrigerators for summer and this too tends to make a better demand for it throughout the winter months.

"Another reason why I push it now," he added, "is because of so many social functions being held. Jelly is always a feature at these because of its attractiveness, the variety of dishes that can be made with it, and its tastiness."

From what this dealer says, now would be the psychological time to push jelly powder. An attractive window or two in January and February, a few good show cards, some strong copy in the newspaper space, and all backed up by personal salesmanship should result in splendid sales.

* * *

UNIQUE MALAGA GRAPE WINDOW

A Newmarket, Ont., grocer, employed a unique method for a Malaga grape window around the holiday season and as this line will remain a popular one throughout the winter, it might well be used by others. The background consisted of two or three wires strung horizontally across the frame, to imitate a grape support such as is used in the Niagara peninsula. Over these wires was spread artificial grape foliage and from this, as well as the wires, were hung inviting bunches of the Malaga grapes.

The floor of the window was covered with cork from the kegs to represent the earth and a keg rested in the centre completely covered with the fruit. The display was certainly a good selling one and should with profit be carried out by others.

* * *

NEAT DISPLAY AROUND PILLAR.

In the store of J. D. Wisdom, Allandale, Ont., there is no available display space wasted. The pillars are made use of to splendid advantage. Prior to Christmas a fine display was built around a pillar as shown in the accompanying illustration. Shelves were erected about it so that the goods could be piled up in pyramid form. One of the chief advantages of such a display is its neatness. The goods are arranged invitingly and with precise regularity. This is bound to have the tendency to catch the eye of the customer the moment she sets foot inside the door.



Display in J. D. Wisdom's store, Allandale, Ont. This illustrates the effective use to which the store pillars can be put.

* * *

MAINTAINS QUALITY IN PRODUCE

In Hamilton, Ont., there is a grocer who began busines in a small way, who made it his aim to build it up on the merits of his goods and the facility with which he served his customers. He was quick to note the merit of the potatoes and vegetables of one young farmer who sought his trade. He observed that this man's goods were uniform in quality and in size. The potatoes were evidently selected and placed in the bags or baskets with a view to making them attractive to the grocer's customers.

Further, one day in the early season this farmer noticed that the grocer had not get rid of all the last day's purchase. These he removed from the store and replaced them with fresh potatoes. The new potatoes sold without any difficulty.

This grocer, instead of regarding this young farmer as an "easy mark," looked upon him as an ally and treated him accordingly . When he could show any advantage in price this farmer was given it. The grocer has no hesitation in recommending his vegetables as being strictly first-class, as this farmer never let him have anything else. In the same way he secured by careful selection and by fair dealing, farmers who keep him supplied with the best of butter and the freshest of eggs. The result is that he has a reputation for farm produce that is worth money to him. In his case, his satisfied customers are his best advertisement.

Letters to the Editor

Editor Canadian Grocer.— The retail merchant has to put up with a lot of censure that he is not guilty of, such as penalties for impure commodities bought as genuine. The manufacturer should be looked after, not the innocent retailer. He generally gets a refund, but he gets the bad name.

Again we buy new nuts from wholesale houses and a large percentage are bad; probably they are mixed with some left-overs. Who gets the abuse and bad name?—The poor retailer.

The merchant is a mark for every entertainment that occurs. A dead set is made on him for dollars and goods.

KINGSTON GROCER

CALIFORNIA FRUIT MAP.

A map in relief, of the State of California, has been issued by the Stewart Fruit Co., of Los Angeles and San Francisco. This shows the many fruit districts of the State and the varieties of fruit grown in each. By the use of an index, any principal shipping district may be easily located and the railway touching the district shown.

Rice Will Help to Lower the Cost of Living

A Cheap, Wholesome Food That Should be Pushed During Coming Months—Its Food Value Considered High by Authorities—Is Staple Article of Diet to 400,000,000 People.

THE talk which has arisen in some quarters lately about the high cost of living should turn the attention of the dealer to one article of diet which, while losing nothing of its deserved popularity, but quite the reverse, has practically not increased in price during the last twenty years, and, as a matter of fact, is now lower than it has been for the past two years. We refer to that staple food of half the population of the world—Rice.

It is well known that cereals rank first among the vegetable foods. Being the seeds of grass plants, they contain stored up all the nutriment that is necessary to feed the little young new plant until it can take food from the soil for itself, so necessarily they are rich in food for the human as well.

Importance of Its Food Value.

Most of this food material is in the form of starch, and it is interesting to know that of all known cereals, rice contains the highest percentage of this most important and necessary constituent. In 100 lbs. of the crude cereal we have as much as 79.4 lbs. starch, as well as 7.8 lbs. of proteid or tissue building material. According to Dr. Konig, the nutritive value of 1 lb. of rice is equal to that of 4 lbs. of potatoes. No wonder then that the Oriental lives and thrives on this as a sole article of diet.

Here is another feature worthy of note. No other light nutritious, easily digested, starchy food lends itself to such a variety of combinations with the more expensive proteids, such as eggs, meat, cheese, etc. A glance through any good cook book shows a most inviting array of puddings, casseroles, croquettes, etc., with rice as the foundation—a regular series of well-balanced rations in a most attractive and palatable form, leaving no unhappy memories in the stomach or the pocket-book. Considering further the money cost of this compared with that of other staple foods, it is no wonder Canadians are introducing rice dishes so largely into their bill of fare. As an easily digested food it has few equals.

Price Not Advancing.

At this point a comparison of the prices for the past two years is interesting. The figures are for the most largely consumed grade of rice from Canadian Grocer's Montreal market quotations for the month of January in each of the years, 1912, 1913 and 1914, and show a substantial decline.

Rangoon Rice. Grade.	Price per cwt. Jan., 1912.	1913.	1914.
'B, bags 50, 100, 250 lbs.....	$3 75	$3 75	$3 30

It Goes a Long Way.

Here we see that rice is cheaper now rather than dearer, and when we consider its value as an article of nourishment, it is, indeed, a marvellously cheap food. Everybody knows how far a pound of rice will go in satisfying the appetite. We are all familiar with the story of the cook on a Mississippi boat who weighed out 25 lbs. of rice for the dinner of a crew of 25 men, and found out when it was cooked that they had no more room for further cargo, as they already had one of rice.

Rice happily combines both good qualities of being "fattening and filling." Here, then, is indeed a fertile field for the retail grocer to cultivate, and one which he can work to advantage with the greatest facility. Attractive window displays can easily be got up by showing a quantity of rice in a platter in one part of the window, while in another various inviting preparations of the cooked article may illustrate its nutritive and culinary value. Here is

A Cheap, Healthy, Wholesome Food

During the coming winter why not cut down the cost of living by eating more Rice. There are few better foods sold in the grocery store than the old, reliable, plain, everyday Rice. It forms the staple food of over half the population of the globe. Easily prepared, easily digested, strong in nutritive qualities, and above all, cheap, it should appeal to every housewife. Just look over these prices:—

Rangoon, cheapest of them all, per lb. only 5c
Patna, a good wholesome dish, per lb. only..... 8c
Japan, strong in nutrition, per lb. only 10c
Carolina, fine large grain, per lb. only 12c

Include Rice, and plenty of it, in your next grocery order.

A. H. Harvey

17 Main St. Phone 95

Try this ad. in your newspaper space with your own prices, and see how it pulls.

something in which the grocer's wife can not only help her husband, but at the same time train and show her capabilities as a cook.

Lower the Living Cost.

Grocers, it's up to you. The burden (to those not flushed with money) of the high cost of living has well prepared the ground. Something is the matter if you do not reap a golden harvest, and at the same time help along the householder. Eat rice yourself; give it to your guests, display it in your windows and on your counters; talk about it to your friends till your customers appreciate its value.

An Old Reliable Food.

For the sake of general information we might add a further note as to the countries in which rice is produced. The home of the cereal is India, Siam and Saigon, and the Rangoon rice from the first named is still the most used variety. Some 4,000 years ago it was introduced into China, and is now the staple article of food for 400,000,000 people in that vast empire.

Of course, in rice as in everything else, it pays to keep the best of each variety, sell the best and use the best. During the coming months it is anticipated that with conditions as they are the cereal will be more popular than ever. Here is a splendid chance and the gate wide open. Come on in, the water's fine.

THE SALESMAN'S CREED.

There is food for thought for every clerk in "The Salesman's Creed," noticed on the menu card prepared for a recent banquet of travelers:

"I believe in the goods I am selling, in the firm I am working for, and in my ability to 'get 'results.' I believe that honest goods can be sold to honest men by honest methods. I believe in working, not waiting—in laughing, not weeping—in boosting, not knocking—and in the pleasure of selling goods.

"I believe that a man gets what he goes after, that one order to-day is worth two orders to-morrow, and that no man is down-and-out until he has lost faith in himself. I believe in to-day and the work I hope to do, and in the sure reward which the future holds. I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and in honest competition."

Current News of the Week

Quebec and Maritime Provinces.

M. D. Beard, lately with the R. S. Fry Co., Limited, was in Montreal this week.

William Monteith, grocer, of Congregation Street, Montreal, was last week sworn in as justice of the peace.

Tuesday of this week was a Catholic holiday in Montreal, a number of the larger wholesale houses closing down on that day.

Chas. Metcalfe, a grain dealer in Montreal, died quite recently. His loss has certainly been felt in the more important grain circles.

Chas. E. Kenkel, Geo. Vipond & Co., Montreal, has left on an extended trip to the West Indies, where he will look after the firm's business at the fruit-growing centres.

W. B. Lothian, until a couple of months ago associated as salesman with Rose & Laflamme, Limited, has opened up at B. 32, Board of Trade Building as W. B. Lothian & Co., commission merchants.

N. Nagle & Co., Montreal, have placed on the market a new line of washing tablets known as Vig-Nol. The firm claims that the use of these tablets obviates the necessity of rubbing the clothes.

The Royal Biscuit Co. has been formed in St. John's, Nfld. The president is George Neal, the secretary, Robert Freeman, and the directors are D. A. Ryan, Hon. M. P. Cashin, and James J. O'Brien.

Darling & Brady, Limited, manufacturers of soaps and candles are now in their new building at 159 Richardson Street, Point St. Charles, Montreal. This is one of the older Montreal manufacturing concerns.

The J. T. Robertson Co. of Canada, Limited, Montreal, are now manufacturing in the factory which the United Soap Company used to occupy. The latter are no longer in existence, but it is interesting to note that the factory is occupied by another soap concern.

W. Clark, Limited, Montreal, have appointed Henry Hurst as sales manager. Mr. Hurst has represented this company continuously for fifteen years in the Maritime Provinces, having covered parts of Ontario, also for same firm. Mr. Hurst is well known throughout the territory mentioned and seeing that he has been travelling in various parts of the country for the past twenty-five years he has all but spent half his life on the road as in 1864 he first saw the light in Montreal.

Ontario.

H. S. McCabe has purchased the stock of J. E. Clegg, 1,166 Bloor St. West, Toronto.

J. C. Brown, of Powassan, Ont., dealer in groceries, etc., suffered a loss by fire recently.

Scott & Leonard have recently purchased the grocery business of J. Doyle at 94 Avenue Road, Toronto.

W. G. White, grocer and crockery dealer, Madoc, Ont., has sold to P. A. Wickware, of Cloyne.

R. Simpson, of Robt. Simpson & Co., wholesale grocers, Hamilton, Ont., was in Galt on Friday January 2nd.

The Stuart Fruit Products Co., of Sarnia, Ont., is considering an extension to their present plant to cost about $15,000.

Ernest Bruce, of J. A. Bruce & Co., Ltd., seed merchants, Hamilton, Ont., is in Bermuda, and is expected to return about January 15.

Mr. McFarlane, who recently bought out F. L. Ross & Sons, on Hamilton Road, London, Ont., has taken Chas. Ross, one of the former owners, into partnership with him.

Howard Ambrose, of Montreal, has joined the executive of Geo. E. Tuckett & Sons Co., Limited, Hamilton, Ont., as vice-president. He is a banker and broker of many years' experience.

Walter Moffat, a London, Ont., grocer, was quietly married in Toronto on Christmas Day. W. J. Mustard, a young London grocer, at corner of Waterloo and Oxford Streets, was married New Year's Day.

The business of McLaren's, Ltd., Hamilton, Ont., will be carried on in future under the joint management of Will H. McLaren and Chas. Peebles, both of whom have been identified with the business for some time past.

E. Lorne Aigin, who for the past two and a half years has acted as branch manager in Hamilton, Ont., for the Mooney Biscuit and Candy Co., Stratford, has resigned to accept a position as city traveller with the James Turner Company, Limited, wholesale grocers, Hamilton.

A petition is in circulation in London, Ont., against Saturday night closing. It is said a great many of the grocers who signed the petition to close have now signed the contra-petition. The matter will come up at the next regular meeting, when the two sides will cross swords. It will be an interesting meeting.

Western Canada.

Williams & Griffiths, general store at Creelman, Sask., have sold out.

A. A. Cromwell, grocer, of Winnipeg, has been succeeded by Jas. Parker.

W. F. Piper opened his new grocery store in Swift Current, Sask., on Jan. 1.

B. R. Jones & Co., general merchants, Skeena Crossing, B.C., have been incorporated.

The annual entertainment of the employees of Campbell Bros. & Wilson, Ltd., wholesale grocers, Winnipeg, was held recently.

Fire in Didsbury, near Calgary, burned, among other places, the general stores of R. N. Kaufmann, A. G. Studer and John Schraeder, and the grocery store of Jones Bros.

H. Donkin & Co., wholesale grocery brokers, Vancouver, B.C., have amalgamated with Creedon & Avery, wholesale commission brokers, the new company to be known as Donkin, Creedon & Avery, Limited. Mr. Donkin is manager.

In the issue of December 26 it was stated that Cluff & Wright have had their store at North Battleford, Sask., remodelled. A letter has been received from them stating this should have been Battleford, Sask., and not North Battleford.

A presentation of an illuminated address and a travelling bag was made to Donald Williamson, Winnipeg, Man., by his fellow-members of the office of Tees & Persee, on the occasion of his leaving the firm. The address was read by Mr. Young and the presentation was made on behalf of the staff by Mr. Braithwaite.

CHINA EGGS IN B. C.

A Vancouver report says: "There arrived here from China by the Empress of Asia 1,250 cases of eggs from China, of which 1,000 cases were transhipped and sent to San Francisco and the rest to Seattle. There were 450,000 eggs in all. The eggs are coated with a mysterious preparation, which is said to preserve them perfectly. The Custom House men who have examined them for possible opium surreptitiously concealed in the packing, declare the eggs to be excellent to look at, and quite equal to anything of the kind made in Canada."

Another Decline of 10 Cents Registered in Sugar

Montreal Market Now Down to $4.25, the Lowest in Eight Years — Cent a Hundred Added on in Toronto for Cartage — Lower Prices in Rio Coffee in Toronto—Nut Market Generally Firm—Firmer Feeling to Valencia Raisins.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Decline in poultry. Fowl very scarce.
Storage eggs have been received. Stocks low, resulting in advance of 2c for selects; No. 1s, 1c.
Hogs, abattoir fresh killed up to $14 cwt.

FRUITS AND VEGETABLES—

All lines very quiet. No price changes.
Strawberries now quoted. Range is from 60 to 75c per quart.

FISH AND OYSTERS—

Lobsters advance 10%.
Oysters, bulk, also increased 5 to 10c per gallon.

GENERAL GROCERIES—

Further decline in sugar. New price 10c lower per 100 pounds.
General advance in canned goods.
Evaporated apples receiving more attention.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
Storage eggs advance to 40 and 41c; fresh laids lower at 43 to 45c.
Lard advances ½c.
Rolls bacon advance ½c.
Hogs up 25c.

FISH AND OYSTERS—

Weather against fish trade, promise of lower temperature encouraging.
Frozen trout up a cent; fresh caught pike down.
No change in oysters.

FRUITS AND VEGETABLES—

Strawberries easier at 65 to 75c.
Good supply of lemons probably will cause drop.
Potatoes inclined to be easier; U.S. puts embargo on Canadian potatoes.

FLOUR AND CEREALS—

Not much change in markets.
Colder weather caused advance of 50c in bran, shorts and middlings.
Feed flour down to $1.45.

GENERAL MARKETS—

Sugar 10c easier; refiners have discontinued cartage in Toronto.
Stock of almonds almost gone. Shelled walnuts up.
Dried peas advance to $2.25.

QUEBEC MARKETS.

Montreal, Jan. 7.—The business on the local market this week has been quiet, apart from a few orders of a sorting up nature. Retailers seem to be checking up their stocks in order to complete their lines. A few good-sized orders have been placed, and it is thought by the wholesalers that there will be a goodly number of these within the next couple of weeks. Collections are very good, and one firm stated to-day that money was coming in just as regularly this year as in the past couple of years.

There has been a general adjustment in all canned goods, as referred to last week, with but one exception, that being tomatoes. The increase in each line has been from 2½ to 5 cents for all lines apart from peaches, which were advanced 15 cents for two pound tins. These prices are on cases of two dozen tins. The price of tomatoes (3's) remains unchanged.

There has also been an advance in salmon on the coast, and lines which have been selling at $6 have been increased to $6.25; while the $6.25 lines have been advanced to $7. One of the prominent brokers of this city stated to-day that he confidently expected salmon to go as high as $7, as the quality sold at present for the above mentioned prices was well worth the latter figure. This, of course, is only his opinion.

SUGAR.—A further decline in sugar took place on the 2nd of this month, and it is now quoted 10 cents less than it was this day last week. This is the lowest sugar has been under the present tariff, and, although some dealers think it has reached rock bottom prices, there are others who think that there is a possibility of seeing yet cheaper sugar. The decline has no doubt been affected by the good crops and favorable harvesting weather, together with the changing of the United States tariff, which makes cheaper sugar there, and that market has a certain effect on the Canadian markets. The amount of raw material this year is much above the average, and as it can now be brought into the United States a little cheaper than in previous years it has naturally had an effect on prices. The following prices are now in effect in Montreal.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

MOLASSES AND SYRUPS. — The same steady demand is in evidence on the local market, and, although this is not what might be termed heavy, it is quite seasonable. The amount of business passing is just sufficient to fill actual wants.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.
Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lbs. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—The amount of business passing last week was quite seasonable, although there has been a much better enquiry for evaporated apples. It was also reported by one of the local wholesalers that enquiries had been received for gallon apples for export purposes, and that the prices quoted were very good. All other lines have not been neglected, although it would appear that retailers were pretty well stocked up at present, and the business now doing is rather quiet as compared with that which was carried on some weeks ago. All prices remain unchanged.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	....	0 09
Nectarines, choice	....	0 11
Peaches, choice	0 10½	0 13
Pears, choice	0 13	0 14
Apricots	0 16	0 20

DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10
Orange	....	0 11
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg.	....	0 07¾
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 pounds	....	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 11½	0 13
50 to 60, in 25-lb. boxes, faced	0 10½	0 11½
60 to 70, in 25-lb. boxes, faced	0 09	0 10½
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
95 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06¼	0 07½
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

NUTS.—The retail trade seem to be satisfied with their present stock of nuts,

and the business as a result has dropped off to almost nothing. This, of course, is not unusual at this season of the year, as there is always a drop after the Christmas and holiday wants have been filled. No change in prices has taken place since last week.

Shelled walnuts, per lb.	0 35	0 37
Shelled almonds, 28 lb. boxes, per lb.	0 39	0 40
Finest filberts	0 13	0 13½
Pecan	....	0 20
Almonds	0 20	0 21½
Walnuts	0 19	0 20
Brazils	....	0 22½
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—The amount of business passing at the present time is quiet and quite seasonable, as dealers look for a lull in this market at this season of the year. Prices remain unchanged.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

RICE AND TAPIOCA.—The same steady, consistent demand is in evidence on the local market, and, although the demand cannot be termed heavy, orders are being received quite often for small quantities sufficient to fill actual wants.

Rangoon Rice—	Per cwt.
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 20
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	**Per cwt.**
Polished Patna	4 40
Pearl Patna	4 50
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	**Per lb.**
Bags, 224 lbs.	0 05½
Half bags, 112 lbs.	0 05¾
Quarter bags, 56 lbs.	0 05⅞
Velvet head Carolina	0 09
Sago, brown	0 04½

TEAS.—The market is quiet and steady for all kinds. Some members of the trade feel that the prospects are brighter than usual, and look for an improvement after the retailers have taken stock. It is reported that the primary markets in China are practically cleaned up of blacks and greens. It is said that advices from Colombo state that supplies were short in November, and the exports to the United Kingdom some 4,000,000 pounds less than in 1912. It is pointed out that higher prices might be justified.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 25
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEES.—The demand is very consistent, and the amount of business passing is keeping up well. Reports are to the effect that the coffee market is sagging on primary receipts, and that spot trade is dull. The report also states that the financial situation in Brazil is disquieting. Local dealers expect this business to pick up as soon as the retail trade have completed their stock-taking, which is requiring most of their attention at present.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

SPICES.—There has been no change in this market during the past week, and the amount of business passing is rather quiet, which is not at all unusual for this season of the year.

	5 and 10 lb. Tins. pkgs.	¼ lb. doz.	¼lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 80	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 85	..—1 00
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

ONTARIO MARKETS.

Toronto, Jan. 7.—Now that the holiday season is over dealers are beginning to get down to work for the coming year. Stocktaking is pretty well completed, many retailers as well as wholesalers having finished. Travellers started out again this week and fair business is reported.

It was hinted by one dealer that stocktaking by wholesalers might result in lower quotations in some lines to the retail trade. It was only a guess, however, and may or may not materialize.

SUGAR.—Sugar still remains the interesting feature of the market and while a few venture to predict what may happen most do not care to give an opinion. One jobber reports that large buying indicates that in the opinion of a large section of the trade bottom prices have been reached. The market at any rate is well worth watching as any tendency to an advance in raws would probably be followed by buying as general belief is that if one thing is at all more likely than another it is an advance. Uncertainty, however, is the only word that can be applied to present conditions. It is worthy of note that one New York sugar company have passed their dividend which would indicate that they at least are not much ahead on recent quotations. Prices are 10 cents lower this week than last. The refiners have discontinued cartage in Toronto and hence the addition of a cent on the hundred to cover this charge.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 16
25 lb. boxes	5 26
Cartons (20 to case)	0 35
Cartons (50 to case)	0 15
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—Stocktaking has probably prevented greater demand for dried fruits. There is a firm feeling in Valencia raisins, however, due to higher prices in some of the primary markets. Raisins and currants are steady although quiet. Shippers in Greece it is stated are not inclined to push currants on basis of prices obtainable here. Trade is largely on the hand to mouth order.

More and more are the consumers beginning to realize the great food value of dates and with practically everything else in the dried fruit line on a firm basis it would seem natural that a good demand would continue during the entire winter and right up to spring especially so, providing the prices remain on the present basis.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 15½	0 16½
Choice, 25-lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10½	0 11¼
Orange	0 11½	0 12
Citron	....	0 16¼
Currants—		
Filiatras, per lb.	....	0 06¼
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07¼
Vostizzas, choice	....	0 08
Vostizzas, shade dried	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 06½	0 06½
Fards, choicest, 60-lb. boxes	0 06	0 06½
Package dates, per bag	0 07½	0 08½
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05¼
Prunes—		
30-40s Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	....	0 12½
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25 lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 05¼
Choice, 50-lb. boxes	....	0 06
Choice, 50-lb. boxes	....	0 06½
25 lb. boxes ¼c more.		

Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06¼	0 08
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08½

COFFEE.—Trade in Coffee continues brisk for this time of year. Large supplies of Rios and Santos have brought prices down a little, Rio being quoted now at 17—19 cents instead of 18—20, and Santos at 21—22 instead of 22—23.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 33
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

NUTS.—Prices of nuts continue remarkably firm owing to conditions of primary markets. Demand is not by any means dead and business is reported good. Almonds are now almost not procurable and shelled walnuts have advanced to 36 and 37 cents instead of 35 and 34. This is a high price, but it is believed that the limit has not yet been reached and higher quotations are looked for.

		Per lb.
In shell—		
Almonds, Tarragona, new	0 17	0 18
Brazils, medium	0 21	0 22
Brazils, large, washed	0 23	0 24
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	....	0 45
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 50
Walnuts, new	0 36	0 37

RICE AND TAPIOCA.

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 06
Java, per lb.	0 04¾	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 06
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

SPICES.

	Compound, per lb.	Pure, per lb.
Spices—		
Allspices, ground	0 10	0 13—0 15
Allspice, whole	....	0 12—0 15
Cinnamon, whole	....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	....	0 25—0 35
Cloves, whole	....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Curry powder	....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground..	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole....	....	0 22—0 25
Ginger, African, ground....	....	....—0 15
Mace	....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	....	....—0 50
Pastry spice	....	....—0 25
Peppers, black, ground.....	0 10—0 14	0 17—0 20
Peppers, black, whole.....	....	0 18—0 20
Peppers, white, ground....	0 15—0 23	0 27—0 30
Peppers, white, whole ...	....	0 26—0 28
Pickling spice	....	....—0 15
Tumeric	....	0 25—0 35

DRIED VEGETABLES.

		Per bushel.
Beans—		
Canadian primes	1 75	2 00
Canadian, extra H. P.	2 00	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07½	0 08
Peas, Canadian, per bush.	....	2 25
Peas, green, imported, bus.	....	2 60

MANITOBA MARKETS.

Winnipeg, Jan. 6.—Holiday dullness, the taking of inventories, reunions and conventions are the order of the day, and travellers are not yet back on the road. Many of the leading retail merchants of the West have, however, been visitors to the city during the past two weeks, and have en passant placed satisfactory orders for spring goods.

How do the business men generally regard New Year's prospects? On the whole, they are confident. One thing is certain—the exceptional mildness of the winter has been a big saving factor to the community as a whole. Heating expenses have been very light and owners of big city blocks or five-roomed cottages have alike been able to economize on one of the greatest winter expenses. Farmers, too, have saved much in the way of forage and feed grains. The mild weather has hit hard some lines of trade. It has on the whole benefited the grocers.

Price changes at this season are of rare occurrence, and, apart from a sugar decline, there is nothing to note under this head.

Holiday trade, now the rush is over, seems to have been very satisfactory, and much better than at first anticipated.

SUGAR.—This market has been showing signs of weakness of late due to good crops reported and seasonable quiet consumption.

	Per cwt. in bbls.
Sugar, Eastern—	
Extra standard granulated	4 85
Extra ground or icing	5 40
Powdered	5 20
Lumps, hard	5 20
Montreal, yellow	4 40
Sugar, B.C.—	
Extra standard granulated	4 85
Yellow sugar, No. 1	4 40
Yellow sugar, No. 2	4 30
Yellow sugar, No. 3	4 20
Bar sugar	5 00
Icing sugar	5 20
Powdered sugar	5 60
H. P. lumps	5 70

Sugar packed in 100 lb. sacks 5c per 100 lbs. less.

SYRUPS AND MOLASSES.—There are no changes in this market. Trade is seasonable having picked up considerably with the snow and some colder weather.

Corn Syrups—		
Barrels, per 100 lbs.	....	4 25
Cases, 20-lb. tins, ¼ doz. in case....	....	2 77
Cases, 10-lb. tins, ½ doz. in case.....	....	2 76
Cases, 5-lb. tins, ½ doz. in case.....	....	2 88
Cases, 2-lb. tins, 2 doz. in case.....	....	2 48
B. C. Cane Syrups—		
2 lb. tins, 2 doz to case, per cs.....	....	2 85
5 lb. tins, 1 doz. to case, per case...	....	3 20
10 lb. tins, ½ doz. to case, per case		3 00

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

	Per gal.	
Molasses—		
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	**Per case.**	
Imperial quarts, case 2 doz.	....	5 20
Imperial ½ gals., 1 doz.	....	4 75

DRIED FRUITS.—Holiday trade in dried fruits was on the whole splendid, raisins, currants, peels, dates, figs, etc., all moving out rapidly. In some cases, such as prunes, prices are rather high for general consumption.

		Per lb.
Apricots—		
Extra choice	....	0 15½
Choice	....	0 13
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 07½
Washed	....	0 07¾
1 lb. package	....	0 08¾
2 lb. package	....	0 17¾
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¾
Nectarines	....	0 11
Prunes, in 25-lb. boxes—		
90 to 100	....	0 08
80 to 90	....	0 08½
70 to 80	....	0 09
60 to 70	....	0 09¾
50 to 60	....	0 10½
40 to 50	....	0 12
Raisins, Valencias—		
Valencia selects ..28's		1 82
Valencia selects 14's		0 94
Valencia layers 28's		1 90
Valencia layers 14's		0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 12	0 14
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 07¾
3 crown, loose, 25s	....	0 08¼
Choice seeded, package	....	0 09
Extra fancy seeded, package	....	0 10

TEAS AND COFFEES.—Just what the future of the coffee market is, is difficult to fathom. When more information as to growing crops arrives the situation can be better gauged. Tea market is still strong.

		Per lb.
Coffee—		
Rio, No. 5, green	....	0 14
Rio, roasted	....	0 18
Santos, green	....	0 16
Santos, roasted	....	0 21
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, choice	0 35	0 45

BEANS.—As beans are a good cold weather food, lower temperatures would be found to stimulate this market. There are no price changes to report.

Beans—		
Austrian, hand picked	....	2 65
3 lb. picker	....	2 35
Peas—		
Split peas, sack, 98 lbs.	....	2 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot, per sack 98 lbs.	....	3 65
Pearl, per sack 98 lbs.	....	4 75

NUTS.—Now that the holiday season is over, demand for nuts in shell will not be so brisk. In cases where retailers have disposed of their holiday stock, some sorting up orders are still arriving as nuts sell well all winter.

		Per lb.
In shell—		
Almonds, Tarragona	....	0 17
Filberts, Sicily	....	0 12½
Peanuts, Jumbos, roasted	....	0 14
Peanuts, choice, roasted	....	0 11
Pecans	....	0 22
Walnuts, Grenoble	....	0 16
Walnuts, Marbot	....	0 13½
Shelled—		
Almonds	....	0 41
Walnuts	....	0 33
Chestnuts, per lb.	0 20	0 25

PRODUCE AND PROVISIONS.—Prices on all lines are steady, the only change being a slight advance on hams. Trade is a little slacker after the holiday rush. The market is well supplied with butter, and eggs are coming in sufficient quantities to meet demands.

Cured Meats—		
Hams, per lb.	0 14	0 19
Shoulders, per lb.	....	0 12
Bacon, per lb.	0 17	0 21
Long clear, D.S., per lb.	....	0 12½
eMss pork, bbl.	....	27 00
Lard—		
Tierces, per lb.	....	0 12½
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02
Eggs—		
Good eggs	....	0 28
Strictly fresh	0 40	0 45
Butter—		
Creamery	0 30	0 33
Dairy	0 22	0 25
Cooking	0 18	0 19
Cheese—		
Large	....	0 15½
Twins	....	0 15¾

SASKATCHEWAN MARKETS.

By Wire.

Regina, Jan. 7.—There has been an advance of about four cents in all lines of shelled nuts, and a general decline in poultry and fowl. Fresh eggs are coming in well at 40 cents; also there is a good supply of butter. Travelling men went on the road again January 5th, and some increase of business is expected in all lines. Collections have been fairly good.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 21	0 22
Butter, creamery, per lb.	0 30	0 33
Cheese, per lb.	0 16	0 16¼
Eggs, per doz.	....	0 34
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, per case	....	8 35
Lard, 20's, each	....	2 70
Flour and Cereals—		
Cornmeal, 2½s, 67½c; 2s, $1.20-$1.25; 10-10s, $2.55-$2.75; 49s, $1.35; 98s	....	3 44
Flour, 24s, $2.85-$3; 49s, $2.80-$2.95; 98s	2 75	2 90
Rolled oats, 10-5s, $2.35-$2.36; 20s, 55-56c; 40s, 90c-$1.00; 80s	3 05	3 10
Dried Fruits—		
Apricots, choice	....	0 19
Coffee, whole, roasted, Rio	....	0 19
Currants, gulf cleaned	....	0 08¾
Figs, natural 6's	0 05	0 08
Evaporated apples, per lb.	....	0 09½
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09½
Prunes, 70-80, 25s	....	0 08¾
Raisins, muscatels, 50s	....	0 08¾
Raisins, muscatels, 25s	....	0 08¾
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¾
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	8 00
Lemons, California	....	10 00
Oranges, navel	3 00	3 75
Onions, Val.	4 00	4 75
Tomatoes, Cal., case	....	2 75
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts	....	0 14½
Walnuts	....	0 15½
General—		
Potatoes, per bushel	....	0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel	2 45	2 65
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	....	5 17
Sugar, yellow, per cwt.	....	4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.	....	3 82
Corn, standard, per 2 dozen	....	2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches	....	2 91
Strawberries and raspberries	....	4 20
Tomatoes, standard, per dozen	....	2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 60
Sockeye, ½s	....	9 80
Red springs, 1s	....	6 70
Cohoes, 1's, $5.50; hump back 1's	....	3 60

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Jan. 7.—New Year is starting business well. Travellers are again on the road, and prospects are good. Weather has been fine, the snow helping. Market is quiet in sugar and molasses. Flour market is firmer in Ontario, indicating particular strength. Arrivals of New Barbadoes stocks caused sharp decline in molasses. Sugar market also declined. Dairy products are firm, butter being slightly advanced.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	0 17	0 19
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, American, mess, per bbl.	....	29 00
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 29	0 31
Cheese, new, per lb.	0 15¼	0 15½
Eggs, in case, 35c; hennery	0 45	0 55
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 15¼	0 15½
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 80
Flour, Manitoba, per bbl.	....	6 25
Flour, Ontario, per bbl.	....	5 25
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	1 40	1 60
Sugar—		
Standard granulated	....	4 40
United Empire	4 30	4 40
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbados, fancy	0 34½	0 35
Currants, 1s, per lb.	0 08	0 08½
Raisins, California, seeded	0 09¾	0 10¼
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 30	2 35
Yellow eye	3 50	3 55
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red spring	7 35	9 00

Staff Gatherings

The third annual gathering of the sales staff, branch and department managers of Gunns, Limited, Toronto, was held at McConkey's, Tuesday evening, December 30th, 1913, and was not only "EASIFIRST" in numbers, but the most successful reunion in the history of the company.

The literary and musical entertainment was furnished by Owen A. Smily, Gunns' Quartette and several members of the staff.

John A. Gunn, president of the company, who occupied the chair, was presented during the evening with a handsome pearl and diamond pin, by the managers and sales staff, as a slight evidence of their regard and esteem.

The management report that the business of the company for the past year showed a most gratifying increase and prospects are exceedingly bright for the New Year.

The noteworthy feature of the gathering was the display of loyalty and good will of the entire staff towards the company.

On Saturday, January 3rd, a successful meeting was held by W. G. Patrick & Co., Limited, for their salesmen and branch managers. One of the features discussed at this meeting were the prospects in regard to the general financial conditions in the coming year. It was the general opinion that there would be no "boom" but a steady, sane business, which would be better and which would tend to make a more stable foundation for good business than in the previous years, and the whole trend was that 1914 would be better than 1913.

Another interesting feature at the convention was the hearing of records giving speeches from some of their principals in England. These were run off on a phonograph and proved both interesting and forceful.

This meeting was followed by a banquet, given at The King Edward Hotel. During the evening an interesting programme was carried out with great success. Among those who assisted in the entertainment were:—W. H. Paget, who sang "Sailing," accompaniment by E. B. Paget; "On the Jury" was sung by W. R. Finkle, accompanied by E. B. Paget; R. C. Blackburn recited "The Cremation of Sam McGee;" E. B. Meyers and W. R. Finkle played a duet, which was received with applause. The evening closed by a Toast to "The King" and the singing of "Auld Lang Syne."



Following items are from Canadian Grocer, Jan. 12, 1894:—

At the regular meeting of the Toronto Retail Grocers' Association held in January, 1894, the following petition to be forwarded to the Dominion Government was discussed, as recorded in our file of that date:

"That your petitioners, and the public generally, suffered serious loss arising from the fraudulent practices of farmers, fruitgrowers, and other persons sending farm and garden produce to our markets, 1st, by top-dressing, or fraudulent packing of fruits of all kinds; 2nd, by using undersized barrels, bags or baskets; 3rd, by mixing of unsound or worm-eaten fruits with other good fruit. None of these frauds can be discovered by us without emptying or removing the said fruit, which cannot be done without damaging the fruit, especially peaches, pears and the best kinds of apples, and small fruits.

"We therefore pray your honorable body to pass a statute enacting that all vegetables be sold by weight only, except such as are sold by correct count; and to publish standard of measure for all fruit baskets for large fruits, such as peaches, pears, plums, apples or other fruits, and for small baskets or boxes used for strawberries, raspberries, etc., that each class be uniform in size, and that no deviation therefrom be allowed except in foreign fruit, which at the purchaser's option must be sold by weight, and in all cases such foreign packages being less than the standard shall when emptied be destroyed, and in case used for the marketing of native fruits, etc., and that penalties be enacted for any violation of same.

FLOUR and CEREALS

Smaller Mills in Country Said to be Cutting Prices

That Explains Why More Flour Orders Are Not Coming Into Large Centres from Country Points —On Whole Trade is Rather Dull in Flour and Cereals—Wheat Supply Plentiful.

At the close of the year wheat is approximately where it was a year ago, although supplies on hand are larger by far than they were this time last year. It is now claimed that the United States has harvested the greatest wheat crop in its history, even exceeding the crop of 1901. The 1913 crop of 763,000,000 bushels exceeds by more than 100,000,000 bushels the crops of 1911, 1910, 1907 and 1903, and it shows a still greater increase over the crops of 1904 and 1900. At present low levels, however, there does not seem to be much prospect of immediate recovery, and some are looking for even lower prices, due to fact of large supplies and the unusually light demand both for export and home milling requirements.

It appears that the moisture testing of grain, which proved so detrimental to the exports of corn from Canadian ports during the past season, is about to be persisted in, according to advices from Ottawa. It is said that last year arrangements were made for shipment in May of large quantities of corn, but as soon as the moisture test was put in force these commitments were cancelled and the corn was shipped via United States ports. It is estimated that the loss in shipments of corn from one port aggregated at least between 6,000,000 and 7,000,000 bushels.

At present time requirements of inland trade in flour is pretty well supplied, and market is quiet. The export trade is also quiet, as buyers seem indisposed to make purchases in the present condition of the market for raw material. Millers have quite a number of orders on hand for low and medium grades for shipment during January, February and March that is keeping them busy at the present time.

MONTREAL.

FLOUR.—Although the demand from local and country buyers is a little better than usual, it is not yet what it should be at this season of the year, with the result that there is considerable export business passing, as the millers rely on this trade to take care of their production instead of waiting for the home consumption to pick up. This they claim is not quite so profitable, but keeps them going during the slack season. There seems to be quite a number of small mills throughout the country which, owing to the splendid yield of grain this year, have been operating for some time past, and as a result are underselling the large millers, with the result that orders which generally come in at this time of the year from outside points are not being received. The business, however, is showing improvement each week, and millers look for a stimulation in a couple of weeks.

The receipts for the week show 12,608 sacks, as compared with 5,434 for the same period last year. The exports from St. John and Portland for the week were 24,939 sacks, as against 48,186 for the same week one year ago.

	Small lots, in bags. per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—There is not much change in the demand for all cereals, prices being steady, with a fair amount of business passing for this season of the year.

The exports of rolled oats from Portland and St. John for the week were 2,175 sacks and 5,305 cases, as compared with 9,948 sacks and 3,625 cases for the same period one year ago.

Cornmeal—	Per 98-lb. sack
Kiln dried	2 40
Softer grades	2 05
Rolled Oats—	90s, in jute.
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 98-lb. sack	2 40 2 75

MILL FEEDS.—The demand for all kinds of mill feeds is very consistent, and it appears at present as if there was bound to be a shortage before long. If the present demand keeps up it is sure to mean dearer feeds, as the stocks on hand are not sufficient to last much longer. Demand from across the border still keeps up, but, as millers have all they can do to handle that for home consumption, there have been very few sales reported. Feed flour has declined $2 per ton since last week, but all other prices remain unchanged.

Mill Feeds—	Car lots, per ton
Bran	21 00
Shorts	23 00
Middlings	25 00
Wheat moulee	27 00
Feed flour	32 00

TORONTO.

FLOUR.—Business is much the same as last week, change, if any, being for improvement. Increased trade is looked for within week or two.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 30	5 00
Second patent	4 70	4 50
Strong bakers'	4 50	4 30
Flour in cotton sacks, 10c per bbl. more.		

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	4 70—4 90	4 40
90 per cent.	4 50	4 00
Straight roller	4 40	3 90
Blended flour	4 80	4 35

CEREALS.—Although general reports give prices about same as last week, one firm quotes oatmeal, both standard and granulated, at $2.37, which is 10 cents lower than quotations underneath. Buckwheat grits and cornmeal are up a little. Theer are a few rumors of advance in prices.

Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 50
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	....	4 25
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	3 [illegible]
Cornmeal, yellow, 98 lbs.	2 35	2 40
Graham flour, 98 lbs.	....	2 [illegible]
Hominy, granulated, 98 lbs.	....	2 90
Hominy, pearl, 98 lbs.	....	2 90
Oatmeal, standard, 98 lbs.	....	2 47
Oatmeal, granulated, 98 lbs.	....	2 47
Peas, Canadian, boiling, bush.	2 00	2 25
Peas, Chili, boiling, per lb.	0 05	0 06
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90 lb. bags	....	2 25
Rolled wheat, 100 lb. bbl.	....	2 85
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	....	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Colder weather and scarcity of supply has caused small rise in price of shorts and middlings. Bran is also higher. Market is improving slowly.

Mill Feeds—	Car lots, per ton.	
Bran	22 00	22 50
Shorts	23 50	24 00
Middlings	25 50	26 50
Wheat moulee	....	27 00
Feed flour, per bag	....	1 45

WINNIPEG.

FLOUR AND CEREALS.—There is no change as yet in flour prices, but a much stronger tone in wheat will if continued affect flour prices. The domestic trade is fair; export quiet.

Flour—		
Best patents, cotton bags, bbl.	....	5 30
Seconds	....	4 70
Jute bags 10 cents less.		
Rolled oats, 80 lbs.	....	1 80
Cornmeal, 98 lbs.	....	1 95
Granulated oatmeal, 98 lbs.	....	2 30
wheat granules, bales, 16-6s	....	3 25
Pearl barley, sack 98 lbs.	....	4 75
Pot barley, sack 98 lbs.	....	3 45

Gambling and mad dogs are good things to let alone.

FRUIT & VEGETABLES

Potato Embargo Discussed; Demand for Fruits Slacken

Some Inclined to Think the Embargo on Potatoes Will be Lifted as no Blight Shows—Past holiday Season in Fruits Generally Quiet—Easier Prices Forecast in Lemons.

MONTREAL.

GREEN FRUITS.— The demand for all lines has fallen off to some extent due to the holiday season having about come to a close. The demand for oranges has fallen considerably and apparently retailers have stocks on hand sufficient to fill their requirements for some time. All other lines although moving, are much quieter than they were a couple of weeks ago. Strawberries are now being quoted by local dealers and are selling at from 60 to 75 cents per quart. All other prices remain unchanged.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 00
Baldwins, Greenings and Russets, No. 2's	....	4 25
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	....	6 00
King	....	5 00
No. 2s, all grades, 75-$1 less than No. 1s.		
Fameuse, bbl.	7 00	8 00
Spies, No. 1	....	6 00
Spies, No. 2	....	4 50
Bananas, crate	2 00	2 25
Cap Cod cranberries, bbl.	....	12 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, Jamaica, case	4 00	4 25
Lemons—		
Extra fancy, 300 size	....	4 00
Fancy, 300 size	....	3 50
Oranges—		
Valencias—		
420 size	....	4 75
714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150-176-200-216-250	....	2 25
California navels, 126-150-176-200-216-250	2 75	2 30
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 25
Pineapples—		
24 size	....	4 75
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 60	0 75

VEGETABLES.—The demand is still quiet although occasionally there is a very good day but they are very few. All prices remain unchanged from last week with a seasonable amount of business passing. Shalotte onions are being quoted by local dealers at 40 cents per dozen bunches.

Cabbage, per doz.	0 35	0 60
California celery, crate	5 75	6 50
Cucumbers, Boston, doz.	1 75	2 25
Egg plant, crate, 2 doz.	....	5 00
Garlic, per lb.	....	0 10
Onions—		
Spanish, per case	....	2 75
Spanish, half case	....	1 75
Red Danvers, 75-lb. bag	....	2 50
Shalottes, per doz. bunches	....	0 40
Peppers, green, 11-qt. bkt.	....	1 00
Peppers, red, 11-qt. bkt.	....	1 50
Potatoes—		
Green Mountains and Quebecs, bag	0 90	1 00
Potatoes, sweet, per bbl.	....	4 25
Potatoes, sweet, Jersey, hpr.	....	1 25
Turnips, Quebec, bag	....	1 00
Tomatoes, hothouse, per lb.	....	0 20
California wax beans, crate	....	6 50
California string beans, crate	....	7 00
Brussels sprouts, quart	0 25	0 30

TORONTO.

GREEN FRUITS. — Most Florida oranges are practically off the market, very few remaining. Business in all lines does not show much change from last week. According to one wholesaler large supplies of lemons on hand augur easier prices in this fruit. Interesting feature of market is increasing trade in strawberries. Public's taste for early fruit appears to be growing. Most of strawberries on market are from Florida and are of fine size and quality. Trade in this line is greater than ever despite the price and is increasing week by week. Prices tend to be easier

Spies, hand picked, barrel	4 00	5 00
Other varieties, winter apples, No. 1s	2 50	3 00
Other varieties, winter apples, No. 2s	2 00	2 50
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, $2.75; extra	....	3 00
Bananas, per bunch	1 65	1 90
Cranberries, long keepers, box $3.75, bbl.	9 75	10 00
Grapefruit, Jamaica, case	4 00	4 25
Grapefruit, Florida, case	4 50	5 25
Grapes, Malaga	7 50	8 00
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels, 126's-216's	3 00	....
California navels, 216's-250's	....	2 65
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Mexicans	....	2 00
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	3 50	4 00
Strawberries	0 65	0 75

VEGETABLES.—Potato prices have not changed much in spite of talk of American embargo. Prices are quoted at 1.00-1.05 instead of 1.05-1.10 as last week. It is expected by some at least that embargo will not be of long duration while others think differently. If cold weather continues it will tend to keep prices up in any event as shipping facilities for producers will be lessened and keeping of cars up to proper temperature will increase cost of transportation. Spanish onions are up a little while hothouse tomatoes are easier.

Beets, Canadian, per bag	....	1 00
Brussels sprouts, quart	0 15	0 20
Cabbage, Ont., bbl.	....	2 25
Carrots, Canadian, bag	0 85	1 00
Cal. celery, case	....	5 50
Parsnips	....	1 00
Potatoes, New Brunswick, per bag	1 00	1 05
Sweet potatoes, kiln dried, hamper	....	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	....	3 25
Large cooking, bag	....	2 00
Green, doz., Canadian, 25c; U.S.	0 60	0 65
Tomatoes, hothouse, lb.	0 20	0 27
Turnips, bag	....	0 50

WINNIPEG.

FRUIT AND VEGETABLES. — A feature of the green fruit situation was a decline of $2 per case on California lemons. All other lines are unchanged. Demand for fruits is keeping up well.

Navel oranges, case	3 00	3 50
California lemons	....	7 00
Messina lemons	....	6 50
Washington apples, box	2 00	2 75
Ontario apples, bbls.	4 75	6 50
Florida grape fruit, case	....	5 75
Cocoanuts, dozen	....	1 25
Malaga grapes, kegs	6 50	8 00
Cape Cod cranberries, bbl.	11 00	12 00
Chestnuts, per lb.	....	0 16
Valencia onions, crate	....	4 50
Potatoes, per bushel	....	0 65
Potatoes, car lots	....	0 60

LOOKING BACKWARD THAT WE MAY LOOK FORWARD.

(Continued from page 30.)

business for the past year and, in taking account of stock, also take account of excess margins and trim accordingly, so that my customers may not later on ask me wherein they get any benefit through cutting out excessive delivery service. The double inventory is a step in this direction.

I find, too, that we now get through a busy day with far less turmoil and excitement than we used to do. This is part of the result of saner deliveries; part the growth of cohesion in the force—better organization throughout the store.

Hard Times?—No.

Last consideration: Are we getting into hard times? No; at least I hope not—not exactly, that is. There is no kind of doubt, however, that we are getting where it will be wise to trim sails a bit; take in a little here and there. This that we may weather whatever squalls may be before us. If we do this, then we may sail along so smoothly and safely that we shall not know anything about such really tight periods as might otherwise come home to us quite emphatically.

So let us look abroad carefully; and look within, without flinching or fooling ourselves; taking full account of ALL our stock of experience, merchandise and everything else. Thus we may make 1914 the most truly prosperous of our career. And let us not forget that we cannot be truly prosperous alone—we shall only truly prosper through sharing the benefit of our experience and expert knowledge with our customers.

PRODUCE & PROVISIONS

Scarcity of Storage Eggs Causes Further Advances

Newlaids Coming in More Freely—Price Still a Little High for Rapid Sales—Montreal Storage Supplies Practically Exhausted—Dressed Hogs Advance—Some Advances in Lard on Toronto Market—Lower Honey Looked for by Some.

As usual these times eggs are interesting feature of this market. Canadian supplies of storage eggs are now practically exhausted, and wholesalers are forced to depend on supplies from United States, which may be cut off at any time. Storage eggs in Chicago command from 31 cents up. This means a cost to local retailer of about 36c delivered here. This price is almost prohibitive, but still some of the merchants continue to buy these rather than new-laids. Reason probably is that new-laids must come down a little, which they probably will do, as they continue to come in more plentifully every day. As Montreal stocks of storage eggs are cleaned out, too, any storage stock which is to be had will probably advance a little, and we will have the interesting spectacle of seeing storage and new-laid at almost the same price. The opinion was given by one dealer on the street that a lower quotation of even one cent would maintain the market for storage goods. Should anything unforeseen, such as unusually severe weather, interrupt the supply of new-laids, the egg situation would certainly be serious. Such an event, however, is not at all probable, as birds, having once got started, will, under normal conditions, persevere in their benevolent work in spite of cold weather.

Pork products as yet do not show much upward trend, but from higher prices quoted on hogs it is reasonable to suppose that an advance will take place soon if higher prices of hogs continue.

At Toronto Produce Exchange this week the market was reported steady. Offerings were as follows:—

BUTTER.—Dairy, 50 box prints, 25c, not sold; creamery, 50 box solids, 27c bid, 26½.

EGGS.—Ten cases new-laids, 40c, not sold; 20 cases new-laids, 39½c, sold; 20 cases new-laids, 39c, sold; 100 cases storage, 35½c bid, 34½c.

CHEESE.—Fifty large Sept. parf., 14⅛c, not sold; 50 large 1912 parf., 14⅛c, not sold; 50 Twins Oct. parf., 14¼c, sold; 50 Twins Nov. parf., 14⅛c, not sold; 50 Twins, 1912, 14¼c, not sold; 50 Triplets, 1912 parf., 14¼c, not sold; 25 Stiltons, 1913, 15c, not sold.

The Montreal Board of Trade reports the following stocks on hand at the end of December, 1913:—

	Dec., 1912.	Nov. 29, 1913.	Dec. 31, 1913.
Butter—			
Creamery, packages	64,090	116,645	85,259
Dairy, packages	1,490	3,242	2,705
Cheese—			
Boxes	88,549	67,747	32,256
Eggs—			
Cases, fresh	136	1,418	3,295
Cold storage, cases	18,823	36,882	17,459
Pickled, cases	1,500	1,850	300

MONTREAL.

PROVISIONS.—The demand for all lines is rather quiet, and the amount of business doing at present, although quite seasonable, has fallen somewhat from that of two or three weeks ago. Cable advices from London are to the effect that the demand for Canadian bacon is very good, but Canadian hams are rather weak. Lard, both pure and compound, is a trifle quieter, as was also the demand for hogs. All prices remain unchanged, with the exception of dressed hogs, which have taken a jump of 50 cents.

		Per lb.
Hams—		
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 28
Peameal	....	0 26
Bacon—		
Breakfast	0 20	0 21
Roll	....	0 17
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 28½
Hams, roast, per lb.	29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 90-100 lbs.	....	0 14½
Flanks, bone in, no. smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	30 00
Heavy short cut clear	....	30 00
Clear fat pork	....	28 00
Clear pork	....	26 50
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—		Per cwt.
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	13 50	14 00
Dressed, country	12 25	13 25

BUTTER.—The local trade at present is rather brisk, although retail buyers do not seem to care about buying very far ahead, being content with small stocks. The receipts are small, and are reported to average about 1,000 packages per week, while the consumption is reported to be close to 7,000 packages. However, there is little demand from the Middle West, although a car load was reported to have been shipped there last week. This however was held here for owners' account and ordered on. The Middle West, from Winnipeg on, is at present being supplied with New Zealand butter, and this market, of course, is not receiving enquiries from those centres. The receipts of butter are light this year, and it is reported that the number of butter factories which formerly made butter at this season are shipping all their cream across the border, whilst others send their milk and cream to the large home centres, where the demand is increasing. The following prices are quoted locally.

Creamery—		
Cold storage, good	....	0 27
Cold storage, choice	....	0 28
September-October	....	0 29
Dairy butter	0 24	0 25
Separator, prints or solids	0 24	0 25

EGGS.—As was expected and reported in this page some weeks ago, the local supply of "hen fruit" has been almost completely exhausted, the present stocks being good for about ten days. Eggs have begin to come in from Chicago, a few cars being received the other day. One of the local produce houses stated to-day that these were contracted for when the price of Chicago eggs were about 25 to 26 cents, but as they have taken a jump to over 30 cents, there has been no further buying. As soon as this price takes a slump local houses will have to contract for supplies, as their stocks are very low. The result of this shortage has meant an increase in storage eggs, and both selects and No. 1's are up 2 cents over last week. New-laids, however, are still quoted at 50 cents, while other lines remain unchanged.

Eggs, case lots—		Per dozen.
New laids	....	0 50
Selects	....	0 40
No. 1's	....	0 35
No. 2's	....	0 28
Splits	....	0 25

CHEESE.—The local demand for cheese is rather quiet, although there is a seasonable business doing. This, however, is rather fortunate, as the stocks on hand at the present time are the lowest they have been for years at the close of navigation. It is stated that there are only between thirty or forty thousand boxes on hand at present, and that not more than 10,000 of these are for sale, as the balance are being held waiting owners' shipping instructions.

With regard to the future of the market, holders have great confidence as to better prices, and they predict high values for the new make next spring.

Cheese—		
Old specials, per lb.	0 16	0 17
September and October	0 13½	0 14
November, per lb.	0 12½	0 13
Stilton	....	0 17

HONEY.—A seasonable demand keeps up to fill actual wants, but this is a very quiet one, and not a great deal of business is passing.

Honey—	White Clover per lb.	Buckwheat per lb.
Barrels	0 12	0 09
Tins, 60 lbs.	0 12¼	0 09½
Tins, 30 lbs.	0 12½	0 09¾
Comb, 13-14 oz. section	0 20	0 15—0 15
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.—At present time stocks on hand are large, which is due to the lack of buying from the West. There was a lot of stock left over from the holiday buying. These, however, will go into cold storage. There have been more American buyers than usual, and quite a quantity of stock has been shipped across the border from points in Ontario. This included quite a lot of live birds. The stocks on hand of fowl are generally plentiful. Several price declines have taken place during the week, which was anticipated. Broilers are now quoted by the pound instead of per pair, the price being 25 cents. Milk-fed ducks, dressed, have been reduced to 20 cents, while fowl are now quoted at 14-15c. The range for turkeys is now from 20 to 22 cents. All other prices remain unchanged.

Fresh stock—	Live.	Dressed
Broilers, per lb.	....	0 25
Ducks, milk fed	0 16—0 18	0 20
Fowl	0 11—0 12	0 14—0 15
Geese	0 10—0 12	0 13—0 14
Turkeys, spring	0 15	0 20—0 22
Turkeys, old Tom	0 15—0 16	0 18

TORONTO.

PROVISIONS.—There has been very little change in market for pork products. Demand has not increased much, as most of retailers have surplus stocks on hand to keep them going. Prices on all lines have ruled steady. Changes expected due to rise in price of hogs have not yet taken place, but further increase in price of hogs leads one to believe there will be advance soon. Roll bacon is quoted a cent higher, and lard has advanced slightly.

Hams—		
Light, per lb.	....	0 18½
Medium, per lb.	....	0 18
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 22	0 23
Boneless, per lb.	$ 24	0 25
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	....	0 19
Roll, per lb.	....	0 16½
Shoulders, per lb.	....	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	....	0 27
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 21
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard—Pure—		
Tierces, 400 lbs., per lb	....	0 14
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Tins, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10¼
Tubs, 60 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
F. O. R., live, per cwt.	8 50	8 75
Live, fed and watered, per cwt.	9 00	9 25
Dressed, per cwt.	12 25	13 00

BUTTER.—Butter market continues this week practically unchanged. Tendency is for prices to be a little easier. Shipments of New Zealand butter to Middle West do not now affect local markets at all. Creamery prints are to be had at 30-31 cents. Lower prices are not improbable.

Butter—		
Creamery prints, fresh made	0 30	0 31
Creamery prints, storage	0 28	0 29
Creamery solids, storage	0 26	0 27
Dairy prints, choice	0 23	0 25
Dairy solids	0 20	0 22
Separator prints	0 28	0 30

EGGS.—Practical exhaustion of supply of storage eggs has forced dealers to resort to United States stock entirely, which may not be available long. Chicago stuff now costs wholesalers 36 cents delivered at Toronto. Result obviously is higher prices here, selects selling at 40-41c, as against 38-40c last week, and No. 1's at 36-37c, as against 35-36c. New-laids, however, are coming in more freely, and prices are a shade easier at 43-45c. A still further decline is looked for in a few days.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	0 43	0 45
Storage, selects	0 40	0 41
Storage, No. 1 stock	0 36	0 37
No. 2's	....	0 28
Splits	0 27	0 28

CHEESE.—Although trade in cheese is quiet, business is by no means below average for this time of year. Outlook for better prices and continued foreign demand is good. Quotations for this week, however, show no change from last.

Cheese—		
Old, large	....	0 15¼
Old, twins	....	0 15½
New, large	....	0 15
New, twins	....	0 15¼

POULTRY.—While most dealers report seasonable falling off in markets, a few report conditions same as before New Year's. Generally speaking, however, expected slackness obtains. What stuff continues to come in is first-class, and supply is about equal to demand. Prices have ruled steady, with advances in turkeys and chickens.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13	0 14—0 16
Ducks, spring	0 11—0 12	0 12—0 15
Fowl	0 10—0 11	0 12—0 13
Chicken, lb.	0 12—....	0 13—0 16
Geese	0 10—0 12	0 12—0 14
Turkeys, spring	0 15—0 16	0 19—0 20
Turkeys, old Tom	0 14	0 16—0 18

HONEY.—While honey shows no change in price this week and market is quiet, as is natural, some jobbers look for a decline in near future.

Clover, bbls., per lb.	0 09½	0 10
60, 30-lb. tins, per lb.	....	0 10
10, 5-lb. tins, per lb.	0 11	0 12
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 40	2 75

Many Grocers in Municipal Office

Recent Elections Indicate That People Are Becoming More Partial to Business Men as Conductors of Their Affairs.

Municipal voting on New Year's Day and on Monday last in Ontario placed many representatives of the grocery trade in responsible positions in their home communities. Several grocers are to be found among the successful mayoralty candidates while many others have been elected to aldermanic, and school boards, and to other offices of responsibility from a municipal standpoint.

That more business men are needed in our councils is apparent from the way affairs are being conducted in some places and wherever a successful merchant can give his time to the work, he is the man whose knowledge will be of much value to the municipal position to which he has been elected.

Among the mayors elected are observed the following:—

Blenheim—J. B. Little.
Chesley—C. J. Halliday.
Chatham—Jno. McCorvie.
Cornwall—D. J. Gillies.
Campbellford—W. J. Armstrong.
Mattawa—G. L. Lamothe.
Owen Sound—Jno. McQuaker.
Paris—Jno. M. Patterson.
Petrolea—Robt. Stirrett.
St. Mary's—W. R. Butcher.
Tillsonburg—W. B. Hogarth.

Among the successful aldermen are to found these: Belleville—C. F. Walbridge; Brantford—T. E. Ryerson; Guelph—Jas. Ryan; Arnprior—Thos. McCormick; Clinton—J. P. Shepperd; Hespeler—T. E. Henry; Ingersoll—Jas. Henderson; Listowel—R. A. Climie; Leamington—E. E. Adams; Orillia—T. B. Cramp and D. C. Thompson (Miller); Oakville—D. LeBar.

Reeves elected include:—Bowmanville—Archie Tait; Brampton—A. H. Milner; Dunnville—Levi Werner; Gananoque David Darling.

The Annual Review Number of the California Fruit Grower has been received this week. The edition is splendidly gotten up containing many interesting articles, not only of interest to the fruit trade but to the general public as well. Several well placed illustrations depict features of interest on the fruit farms.

FISH AND OYSTERS

Lobsters and Bulk Oysters Advance on Montreal Market

Big Demand for Former Given as Cause—Fish Wholesalers Find Gratifying Increase in Sales — The Consumer is Evidently Finding it a Cheap, Wholesome Food—Good Demand with New Year.

MONTREAL.

FISH.—The holiday trade has been very satisfactory, and quite a volume of oysters, both in bulk and shell, lobsters, scallops, and shrimps have been distributed through the country. One firm in Montreal claims that the trade has increased by about 10 per cent. over last year. The trade in other lines has not been so active, though it is evident that fish on the whole is an article of food that is becoming more and more popular. The high prices of many other food products seem to be an inducement to use more fish. What was said last week regarding frozen fish in general would apply to present week. Stocks held in first hands are more than ample to fill requirements. It must be said, however, that a demand has started pretty actively with the new year, and with suitable weather lots of fish should be shipped out, as the stocks in retailers' hands are completely exhausted.

From Newfoundland frozen herrings, the first cargo of the year, have arrived at Halifax, and are offered at about the same price as last year. Lobsters, due to the big demand lately, have advanced 10 per cent. Bulk oysters have also advanced from 5 to 10 cents per gallon, due to the difficulty of the producers to get shuckers to take care of orders. It is expected as soon as the holiday effect should be over prices will again decline.

In the pickled, salted and smoked lines prices are steady, and the demand very limited.

Shell Fish, Fresh—		
Clams, per barrel	....	9 00
Lobsters, live, per lb.	....	0 28
Lobsters, boiled, per lb.	....	0 30
Oysters, bulk, standards, per gal, $1.40, Selects	....	1 80
Oysters, solid meat, standards, per gal., $1.70; selects	....	1 90
Oysters, Cape Cod, shell	....	9 00
Oysters, Malpeques, shell	8 00	9 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 50
Shrimps, per gal.	....	2 00
Frozen Fish—		
Haddock, per lb.	0 04½	0 05
Halibut, per lb.	0 08½	0 09
Herring, per 100 fish	1 60	1 70
Pike, per lb.	0 07	0 08
Smelts, fancy, per lb.	0 13	0 15
Trout	0 11	0 12
Smelts, No. 1, per lb.	0 11	0 12
Salmon, fancy, Spring, per lb.	0 14	0 16
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 11	0 12
Prepared Fish—		
Boneless fish, 20 lb. boxes	0 06	0 07
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07	0 08
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinless, per 100 lb. box	6 50	7 00
Cod, dried, per 100 lb. bundle	....	7 00
Pollock, dried, per 100 lb. bundle	....	6 50
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	....	9 00
Cod, green, white napes, per 200-lb. bbl	9 50	10 00
Haddock, No. 1 green, per 200 lbs.	....	8 00
Herring, Grape, No. 1, ½ bbls., $2.75; bbls.		5 50
Herring, N. S. per ½ bbl.	....	3 00
Herring, N.S., per bbl.	....	5 75
Herring, Holland, per keg, 75c; per ½ bbl., $5.50 to $6.50; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $3.25, bbl.	....	6 75
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	7 50	8 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.00; bbl.	....	12 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	14 00	15 00
Trout, lake, kegs	....	7 00
Smoked Fish—		
Haddies	0 07½	0 08
Fillets of haddie	0 10	0 11

TORONTO.

FISH.—Weather man seems to have it in for piscatorial tradesmen this year as conditions under his control are all against larger business being done in fish or oysters. But although business has not been large here, market has by no means been dead and a steady, if quiet trade, continues. Recent set in of cold weather brought smile to faces of dealers and if it continues brisker trade may be looked for. Trout show an advance this week. Pike are a little easier. There has been no change in the price of oysters. Market is about same as last week.

Frozen Fish—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	....	0 12
Sea herring, large, each	....	0 02½
Lake herring, 100-lb. bags	....	3 50
Halibut	0 09	0 10
Salmon, Qualla	0 09	0 10
Salmon, Cohoe	....	0 12
Trout, per lb.	0 11	0 12
Eels, per lb.	....	0 11
Fresh Caught—		
Blue fish, lb.	0 14	0 16
Frogs legs, lb.	....	0 65
Haddock, per lb.	....	0 08
Herring, per lb.	0 07	0 08
Lobster, live, lb.	....	0 40
Lobster, boiled, lb.	....	0 40
Mackerel, weighing 1½-3 lbs. each	0 15	0 25
Perch, lb.	0 06	0 07
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 07
Smelts, extra	....	0 16
Smelts, No. 1, per lb.	....	0 12
Steak, cod, per lb.	....	0 09
Flounders	....	0 06
Smoked—		
Ciscoes, boxes, 15 lbs.	....	1 80
Fillets of haddie	....	0 12
Finnan haddie, per lb.	....	0 09
Halibut, 25 lb. boxes, per lb.	....	0 20
Kippers, new, box of 40 and 50	....	1 25
Bloaters, box of 60	....	1 25
Digby herring, per bundle	....	0 75
Digby fillets, 10 lb. boxes	....	1 30
Prepared—		
Shrimps, 1 gal. cans	....	1 25
Shrimps, 2 gal. cans	....	2 40
Shrimps, 4 gal. cans	....	4 60
Cod, quail on toast	0 07	0 07½
Cod, steak	....	0 09½
Cod, Imperial, 25 lb. pck.	0 06	0 07
Salted and Pickled—		
Holland herring, milkers, 85c; mixed	....	0 75
Herring, Labrador, bbl.	6 25	6 50
Herring, Labrador, half barrel, 20 lbs.	....	3 50
Herring, sea, pails	1 25	1 50
Herring, lake, pails, 100 lbs.	....	3 75
Mackerel, pail	....	2 25
Oysters, bulk—		
New York counts, gal.	....	2 00
Extra selects, gal.	1 90	1 95
Straights, gal.	1 65	1 75
Oysters, Shell—		
Malpeques, bbl.	11 00	12 00
Torbays	11 00	12 00
Rockaways	8 50	9 00
Blue Points	8 50	9 00
Oyster Bay counts	8 00	8 50

HALIFAX.

FISH.—Outlook for fish business during 1914 is considered bright. Every year the fish business is expanding, and at all centres the consumption is increasing at an enormous rate. Dealers say that there are ready markets now for all the fish offering, and prices are good. Heavy shipments are being made to New England points.

Large quantities of salt (small) mackerel are being sent from Nova Scotia to New York market. Lobster shipments are below the average for the season of the year. On most of the foreign markets, with the exception of the West Indies there is a fairly good demand for dry fish. The receipts of fresh fish here have been small during the past week, due principally to the holiday season, many of the vessels being in port, and the crews at home to spend the New Year. Prices have been well maintained in all lines.

WINNIPEG.

FISH AND POULTRY.—There was a good holiday trade in poultry, and stocks have been much reduced. Fish and oysters are selling well.

Fish—		
Fresh whitefish, per lb.	....	0 08½
Halibut	....	0 09
Salmon	....	0 11
Smelts	....	0 10
Herring	....	0 06
Lake trout	....	0 12½
Cod fish	....	0 10
Cured Fish—		
Smoked goldeyes, per doz.	....	0 50
Finnan haddies	....	0 08
Holland herring, keg	....	0 69
Labrador herring, ½ bbl.	....	4 25
Oysters—		
Per gallons	....	2 25
Large tins, 4 1-16 gals.	....	10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens	....	0 12
Turkeys	....	0 15
Ducks	....	0 12
Geese	....	0 12
Poultry, Dressed—		
Fowl	....	0 13
Chickens	....	0 16
Turkeys	....	0 20
Ducks	....	0 16
Geese	....	0 14

RETAILERS LOOK TO 1914 WITH OPTIMISM.

(Continued from page 24.)

ahead of the last. We look forward to a still better year in 1914.

* * *

Dean & Lacy, Sherbrooke, Que.—"During 1913 collections with us have been very good. While trade was a little slow in coming and while the Christmas business did not quite reach the total of 1912, yet we believe prospects for 1914 to be good.

1914 belongs to the most progressive

The Canadian banks are in funds again, the latest reports are excellent. Liquidation has shaken down inflated prices. Retail grocers have kept their stocks down to a safe level and a favorable Spring will mean active but discriminating buying.

The progressive manufacturer will seize this opportunity of **attracting the interest of the retail trade now** in anticipation of the lively buying that a mild winter and early spring will ensure.

The retail trade are studying the advertising pages of Canadian Grocer now for favorable Spring offerings.

What have you got for them?

In preparing your advertisements, consult our advertising service department. You supply the attractive values. We will put them in pleasing shape.

Get your share of this 1914 business that will go to the leaders.

Write us for particulars now

CANADIAN GROCER

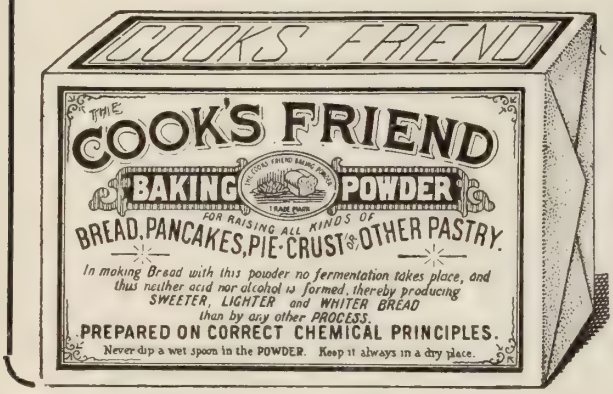
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COOK'S FRIEND BAKING POWDER

has given satisfaction to both dealer and consumer for **over 50 years.** Positively contains no alum or any other deleterious ingredients. Cook's Friend Baking Powder makes the baking better and makes for larger sales. It costs no more than unknown brands. Order from your wholesaler.

Purer than the Law Demands.

W. D. McLaren
Limited
Montreal



RONUK POLISHES

—mean more business and better business for dealers who carry them.

This is because Ronuk Chemists have devoted years of study to their preparation and each one, whether it be for wood, or metal, or leather, is a scientific compound which is the best polish it is possible to produce for its particular purpose.

Consequently each sale of Ronuk means a satisfied customer for you.

And then Ronuk is being extensively advertised.

In fact Ronuk is something so good that you can hardly afford to miss it.

Better not.

For prices, etc., write to

RONUK LIMITED

Factory, Portslade
ENGLAND

91-93 Youville Sq.
MONTREAL

Canadian Head Office
53 Yonge Street, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	$ 2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ..... $ 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 65
Grape	1 55

Marmalade.

Orange jelly	1 65
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

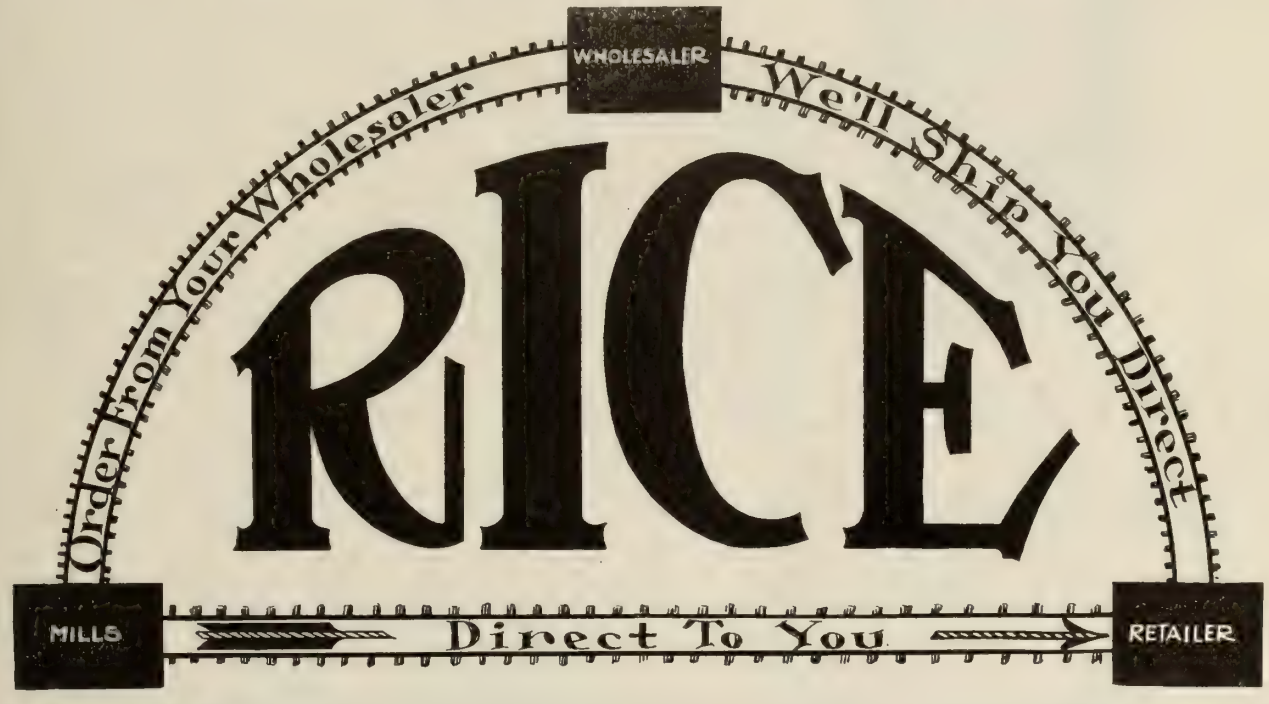
14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

Mr. Grocer

Regarding Less Than Carloads



A STRAIGHT LINE IS THE SHORTEST DISTANCE BETWEEN TWO POINTS

RESULT:

WHOLESALERS:

By allowing us to send the goods direct you save time, worry, and handling expenses.

RETAILERS:

You receive your orders in quicker time, in a fresher state, and besides there are fewer delivery charges.

DURING 1914 LET THE WHOLESALER'S MOTTO BE:

"FROM MILL TO CUSTOMER"

Mount Royal Milling & Mfg. Co.

D. W. ROSS CO., Agents

MONTREAL



ENORMOUS DEMAND

CAPACITY DOUBLED

The big success of L&B Banner Brand Fruit Products and the further success of the new ORIGINAL jam tumbler has made it necessary to double our capacity to fill the enormous demand for this popular line.

Some few orders have been delayed, but we are now in a position to fill all orders promptly.

Both tumbler and jam will make a hit with your patrons—big sales a certainty. The tumbler appeals to the economical housewife and the quality and deliciousness of the jams, jellies and marmalades will bring her back for more.

Put up in cases of 2 dozen each. Send your order in NOW.

BANNER L&B BRAND

"L&B Banner Brand is a mighty good jam and a mighty good seller."

LINDNERS LIMITED

340 Dufferin Street **TORONTO**

Phone Parkdale 2985

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COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35 ..
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Arto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅛	0 25	0 30
1 and ⅛	0 32	0 40
1 and ⅛	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double Lidded Air-tight Tins,

5 SIZES.

Decorated enamel finished, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

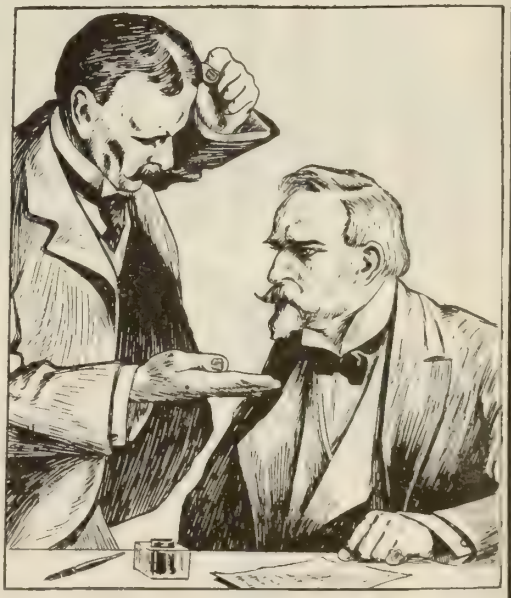
Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, CALGARY, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

Get These Facts

If your goods are not yet on the fast-growing, large-buying Western market, you are losing many good sales. And if you are delaying to take advantage others will step in ahead and your products will have to break through the competing lines to reach the market. Get right in now—on the ground floor of the trade and success will be yours.

We offer our services in introducing and marketing your products—the service of a well-trained and efficient staff, who call daily on the wholesalers throughout the entire West. We offer our warehouse and shipping facilities at the six main distributing points. We will give you an excellent service at a low cost and will guarantee sales.

Write to-day for particulars and terms.



Nicholson & Bain

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, Manitoba

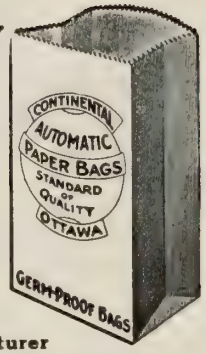
Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

Any of these firms will supply you

Continental Germ-Proof Grocery Bags

Reinforced Automatic Opening, Square bottoms.

Guaranteed by the manufacturer



DISTRIBUTORS:

ONTARIO—The Continental Bag & Paper Co., Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright, Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

WINDSOR SALT

You want to sell what your customers want to buy.

You *know* that practically every one of your good customers wants Windsor Salt—which is a good reason for your handling it, isn't it?



5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Ammonia Powder—	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—	**Per doz.**
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—	
10c cakes, boxes 2 doz.	0 90
	Per lb.
½ lb. cakes, boxes 6 lbs.	0 32
Cocoa—	**Per doz.**
10c tins, cases 4 doz.	0 90
	Per lb.
⅛s, tins, cases 4 doz.	0 36
¼s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—	**Per lb.**
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—	**Per doz.**
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato—	**Per doz.**
Cases 2 doz.	1 20
Icings, Prepared—	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.L.—	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90

	Per lb.
⅛s, tins, boxes 12 lbs.	0 38
¼s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—	**Per doz.**
Cases 2 and 4 dozen	0 90
Shaker Table Salt, free running,	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" BRANDS COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40
5c pkgs., cases 50s	1 90

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" BRAND CEYLON TEA.

	Per lb.
25c black, green or mixed, 1 lb.	0 20
25c black, green or mixed, ½ lb.	0 21
30c black, green or mixed, ½ and 1 lb. pkgs.	0 24
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
	Per case.
"Piccaninny" brand pancake and	

LAPORTE, MARTIN, LIMITED. Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 60½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES. BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 09
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 80

California Navel Oranges

Remember, we are the leaders in high-class Navel Oranges.

For Xmas and present selling, quality and color perfect. Also Florida, Mexican and Jamaica Oranges.

Fresh car Cocoanuts.

White & Co., Limited

TORONTO and **HAMILTON**

California Celery

The celery we are now receiving direct from the coast is exceptionally fine stock. Put up in 24-inch crates with 6, 6½, 7, 7½, 8 dozen to crate.

EXTRA FANCY WELL-BLEACHED STOCK.

Include a crate or two in your next order.

Navel Oranges

are getting better all the time and sales are increasing daily. Build up your business by establishing a trade for GOOD ORANGES. Our oranges are real trade-winners always.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Guelph and North Bay

LARD

For a starter in the new year we would suggest buying Lard and first Simon Pure "Star Brand" Lard, put up by Fearman of Hamilton. Have you had our one-pound cartons? If not, it is time you began. They are neat, handy and clean.

F. W. FEARMAN CO., Limited

Hamilton, Ont.

MINCE MEAT

It is impossible to make anything better than

Wethey's "Home-Made"

It is positively the highest grade mince meat on the market and is sold at a most reasonable price.

We are pleased to quote.

J. H. WETHEY, Limited

St. Catharines, Ont.



Goods With An Appearance —Goods With A Reputation —Goods With A Profit

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.



CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens o. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	**Gall.**
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅜
Cases, 10 lbs., 6 to case.	0 11

F. O. B. Montreal.

MARMALADE

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5 10, 30 lbs. (loose).	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, et 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS

and

BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 60
20 lbs. Benson's Enamell (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06



By Special Royal Permission

The Kingly flavor of "King Oscar" Brand **Sardines**

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it retains its true sea flavor, which is further preserved by the use of finest quality olive oil.

Don't take chances, stock "King Oscar." Your wholesaler has them.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

"GIPSY"

Pocket Diaries

F R E E.

You are cordially invited to write us, at Toronto, on your trade heading, for a copy of our 1914 Pocket Diary, free to any Grocer in Canada. An indispensable necessity for every up-to-date dealer. The supply of these GIPSY Diaries is limited; first come will be first served.

HARGREAVES (CANADA,) LIMITED, 33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Creeden & Avery, 118, Homer Arcade, Vancouver, B.C.

Chocolates

Made by **Bond, Limited,** Bristol, England

are the high-water mark of quality

Pastelles and Gums

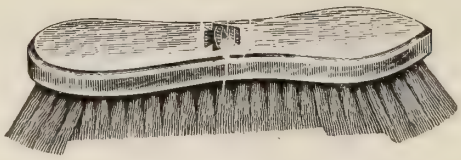
Made by **Carsons, Limited,** Glasgow, Scotland

are an ideal combination of pure fruit and gums.

MESSRS. DAVIDSON, McBEAN & CO., LTD.

86 Wellington Street West, Toronto

have a full range of samples on show in their sale-room.



The above cut shows an article of daily use in every household in Canada. We specialize on

Scrubbing Brushes

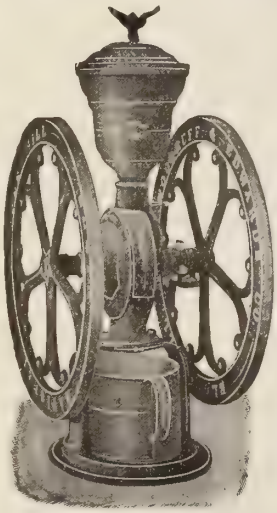
and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the KEYSTONE BRAND.

Stevens-Hepner Company
Limited
Port Elgin, Ontario.

Costs Less *to* Install

Costs nothing to operate

Grinds Like a Charm



There is no expense after the initial cost, and this is considerably lower than many other makes now on the market.

We guarantee the ELGIN NATIONAL COFFEE MILL to grind faster than any other mill of a corresponding size. Fitted with special adjuster and new force feed steel cutting grinders.

All we ask is that you look into the merits of this mill before you decide on installing any particular kind.

Write to-day for catalog and prices.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key,
6-lb. toy drum, with drumsticks,
8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containg 45 cartons, epr case 3 00
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.
THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.
PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints..... 3 25
Cases of 3 doz. ½-pints..... 2 25

STOVE POLISH.
JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 50

NUGGET POLISHES.

Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan..... 3 65
Card Outfits, Black and Tan..... 3 25
Creams and White Cleanser..... 1 10

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s 45
Black Watch, 12s 45
Bobs, 5's and 10's..... 39
Bully, 6's 44
Currency, 6½s and 12s 39
Stag, 5 1-3 to lb. 39
Old Fox, 6 lb. boxes 40
Pay Roll Bars, 7½s 59
Pay Roll, 7s 59
War Horse, 6s 42
Plug Smoking, Shamrock, 6s, plug or bar 45
Rosebud Plug, 7's 50
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking—Great West Pouches, 8s 39
Regal Cube Cut, 9s 70

TEAS.
THE SALADA TEA CO.
East of Winnipeg.

Wholesale R't'l

Brown Label, 1s and ½s..... .25 .30
Green Label, 1s and ½s ..... .27 .35
Blue Label, 1s, ½s, ¼s, and ⅛s ..... .30 .40
Red Label, 1s and ½s ..... .36 .50
Gold Label, ½s.. ..... .44 .60
Red-Gold Label, ½s ..... .55 .80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label, 1s 0 20
Blue Label ½s 0 21
Orange Label, 1s 0 23
Orange Label ½s 0 24
Brown Label 1s and ½s 0 28
Brown Label ¼s 0 30
Green Label 1s and ½s 0 36
Red Label ½s 0 40



Grocers!

Do you realize the exceptionally big value you can give your customers by featuring

D. W. C.

SPANISH OLIVES?

Customers get quality, quantity and deliciousness — the dealer gets his good and plenty in sales and profits.

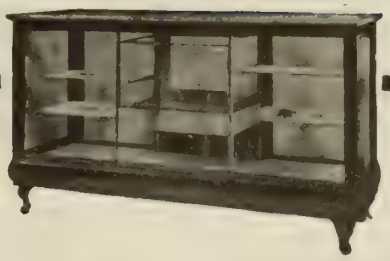
Make your next order D. W. C. Olives.

ROWAT & CO.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



Cold Storage *for* your Goods on Display

The Arctic

You can, with the "Arctic Silent Salesman Refrigerator," display the most perishable goods you have in your store without the least chance of spoilage. This means quick sales without loss on goods that produce good profits.

Send to us for quotations on your requirements. Catalogue on request.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Quebec and Maritime Provinces: WOLF, SAYER & HELLER



DISTIL will help to make 1914 a prosperous year for you—give it a trial

Distil is the Coffee Essence that gives to the coffee a rich Mocha and Java flavor. It improves the customers' coffee and improves the dealer's profits. **Distil** is the leader wherever introduced. It has pleased the palates of the people of the British Isles for over quarter of a century and has won 22 prize medals for quality. Price $5.80 per case of 4 doz. 5 oz. bottles.

Order direct from
The Harry Horne Co., Toronto,
or
Leadley, Limited, Winnipeg.

Agents wanted for Vancouver, Montreal and St. John. Correspond with The Harry Horne Co.

The Distil Mfg. Co., Ltd.

London, Eng.

PURITY SALT

"The Salt That Satisfies"

It gives entire satisfaction throughout the year to all its users. It is rightly named because it consists exclusively of fine, dry, even crystals, refined and purified at a saltern of most up-to-the-minute equipment.
The salt for all household purposes—"Purity."

The WESTERN SALT CO., Limited

COURTRIGHT, ONTARIO



Buyers' Guide

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - Ontario.

Established 1886.

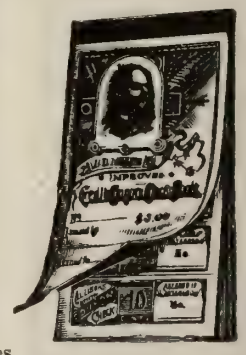
FRUIT PULPS
of all kinds

Bitter Oranges for Marmalade. Peels in Brine.

F. KESSELL & CO.
7-8 The Approach
London Bridge, London, Eng.

ALLISON COUPON BOOKS

When a man wants credit, give him an **Allison Coupon Book**, and have him sign form at front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



Allison Coupon Books cost but a trifle, and save what they cost many times over. You CAN run a credit business without them, of course, but you CAN'T AFFORD it. For sale by the jobbing trade everywhere. Manufactured exclusively by

ALLISON COUPON CO.,
Indianapolis, Indiana U.S.A.

COMTE'S

Satisfaction and profits with every sale. We want more agents. Write

Augustin Comte & Co.,
Limited, P. O. Box 2963, MONTREAL
COFFEES

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

AGENTS

COCO-BUTTER Here's a line that will prove profitable. It is 100% pure vegetable fat; never goes rancid. More economical than butter and lard, and IT IS LIKED.

COLONIAL COCO-BUTTER LIMITED
MONTREAL

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

EGG FILLERS
12-DOZ. EGG CASES
The Trent Mfg. Co., Limited
Trenton, Ontario, Canada

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Gamble Street VANCOUVER, B.C.

It's our business
to buy supplies and materials
for bakers, confectioners, etc. We can supply you with the best of anything and everything at lowest prices. We can best advise you, because we are buying all the time. Write now.
The Biscuit & Cracker Mfrs. Co.
105 Hudson St. New York City

HOLLAND RUSK

Holland Rusk is a perfect toast, ready to serve. Suggest it to your customers and thus increase your sales and profits

HOLLAND RUSK COMPANY
HOLLAND. MICH.



When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

RICE'S SALT

"The Salt That's All Salt"

Pure Salt to the very last grain, uniform and of superior quality. Send for a trial order and prove for yourself that Rice's is all we claim it to be.

Write for prices. Prompt Shipment

THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON, ONT.

D. & J. McCallum
Perfection Scotch Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET ST. JOHN, N.B.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c, for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

TO LET

TO LET—STORE AND BASEMENT 22 x 50 feet. Up-to-date, good locality, Town of Sudbury. Good railroad and mining centre. Population about 7,000. Apply S. Vannier, Sturgeon Falls, Ont.

MISCELLANEOUS

CLERKS! CLERKS! LEARN SHOW CARD writing—quick and easy. Write for samples and catalog free. 144 page book on show card writing, also 2,000 adv. phrases, $1.00, postpaid. W. J. Hillock, Box 225, Moosomin, Sask.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST KEEPING IS EASY IF ou have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Pascall's
ENGLISH
Confectionery and Chocolates
Quality: The Purest and Best
Variety: The Largest
Prices: Right
AGENTS—
Toronto: Charles H. Cole 122 Wellington St. West.
Winnipeg: Ruttan & Chipman, Fort Garry Court.
Vancouver: C. & J. Jones.
New Brunswick: J. E. Angevine and McLauchlin, St. John, N.B.

Coffee, Its History, Classification and Description
By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-149 University Avenue, Toronto

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL

53 Highest Awards in Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

$ $ $ $ $ $ $ $ $ $ $ $

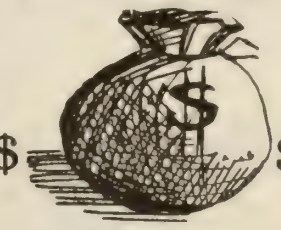
Add to your pile by diminishing the old credit accounts owing you. Too much credit is bad and puts a premium on bad accounts.

WE CAN GET BACK YOUR MONEY

If you will only authorize us to do so. Can collect anywhere. Our organization is big.

Special Forms Will be Mailed You on Request.

The Nagle Mercantile Agency
Westmount, Montreal, Que.



When writing advertisers, kindly mention having seen the ad. in this paper.



The touch finale to the Successful Dinner

Whether it be a fruit, lobster or cold meat salad, it requires the true finishing touch imparted to it by

ROYAL Salad Dressing

Salads are fast becoming part of the daily diet in Canada and Royal Salad Dressing is fast becoming an indispensable part of the daily salad. Its really fine flavor is irresistible. Push Royal Salad Dressing in the Winter as well as during the other seasons. Suggest it to your discriminating customers. It's always good, always fresh. It is profitable.

Sold by

The Horton-Cato Mfg. Company

WINDSOR, ONTARIO

Rose Quesnel

Smoking Tobacco

King George Navy Plug

Chewing Tobacco

THESE are two lines of tobacco that you should handle. They produce a good profit, are made of a fine blend of tobacco, are fragrant and non-irritating.

Rose Quesnel Smoking Tobacco is deliciously cool and sweet. **King George Navy Plug** appeals to the man who chews. It is sweet, and does not irritate the throat.

Let us send you a trial order.

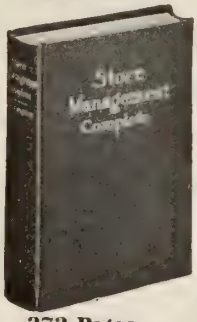
Rock City Tobacco Co.

LIMITED

QUEBEC

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

Don't Let Duty Cut Down Your Profit

When you sell Macaroni, Vermicelli, Spaghetti, etc., do you get the full share of the profit or is part of it lost in the duty paid on the imported goods? Avoid this profit reduction and give your customers better value for their money by selling goods of Canadian manufacture.

HIRONDELLE (Swallow) BRAND
Macaroni, Vermicelli, Spaghetti

are unsurpassed by any imported. Made of best Canadian Wheat right here in Canada. Your customers will bear out our statement when once they taste "Hirondelle Brand."

Get a supply to-day. Write us if your wholesaler does not handle it.

C. H. Catelli Limited

MONTREAL

IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

CAPITOL Cylinder Oil

INSURES

Efficient Lubrication

IN STEAM PLANTS

Manufactured and sold by

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal Halifax St. John



The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE



Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

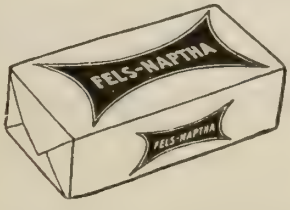
AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

Women are

always glad to get Fels-Naptha soap because they know they can depend on its uniform quality.

This quality is continually kept uniform because the makers have Fels-Naptha's reputation at stake.

To maintain your reputation, Fels-Naptha is that much better than soaps of unknown or doubtful value.





A Quiet Little Spread.

Nothing has more charm for college girls than the very exclusive little spreads enjoyed in their rooms at night, and they tell us they serve Jell-O on these occasions because it is "perfectly lovely" and "anybody can fix it in a minute."

JELL-O

sells to "most everybody."

Young folks especially love Jell-O, and it is so pure and wholesome that it is good for them.

Made in seven exquisite flavors.

THE GENESEE PURE FOOD CO., Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co. Limited

SARNIA - ONTARIO

Cow Brand Soda
reliable, pure, uniform

Because of its well-known reliable quality, its absolute purity and its strength, Cow Brand Soda is the prime favorite of the housewives everywhere. It meets with steady sale and brings you a good profit.

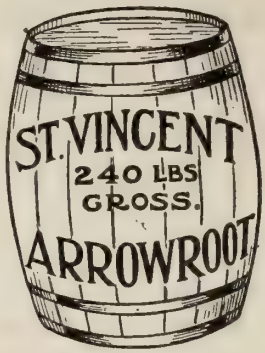
Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL







FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wide-awake dealer.



ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN
ST. VINCENT, B.W.I.

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods Co.
HAMILTON and WINNIPEG

"THE ROTUNDA"
Meat Slicing Machine

The "ROTUNDA" is the latest in Meat Cutting Machinery, and does the work as well, if not better, than machines which cost much more money.

It has a very handsome appearance. Its color being a dark maroon with gilt trimmings and the steel in its construction of the best. It has many points of advantage over similar machines which we will be pleased to tell you about upon receipt of postal card.

Last, but not least. IT IS THE LOWEST PRICED MACHINE ON THE MARKET.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers.
Kingston Ontario Canada



Length, 425 feet. Height, 115 feet. Capacity: 200,000 Barrels a year. Depth, 120 feet.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Convinced that the time has come for Canada to possess a large, modern Brewery, equipped for the production of beer to equal the best imported beers—a group of Canadian business men—after devoting three years of study and effort — helped by experts and with large Capital at their disposal—have erected and equipped the monumental brick, steel and cement brewery buildings, located opposite Mile End Station—which will be known as

THE FRONTENAC BREWERIES

This model Brewery, in charge of expert brewers, now produces

FRONTENAC BEER

The Peer of the best imported Beers. Domestic in price—Imported in quality.
Frontenac Beer on sale October 21st.

THE FRONTENAC BREWERIES LIMITED, MONTREAL

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.

Owen Sound, Ontario

Don't be satisfied with selling ordinary Pot and Pearl Barley—

Ordinary barley will not give that high degree of quality or satisfaction to the customer, or the good profit and good selling satisfaction to the dealer. Why then bother with the ordinary? Get a stock of the real John MacKay Medicated Pot and Pearl Barley, the Standard of the World.



Every bag bears the name John MacKay, with the Highlanders' Head. Accept no other. Order from your wholesaler or direct. Every bag guaranteed or your money back.

John Mackay, Ltd.
Bowmanville, Ont.

For Every Day SATISFACTION

use

"ST. NICHOLAS"

"HOME GUARD"

"QUEEN CITY"

"PUCK"

They're the Best

J. J. McCABE
Agent
Toronto, Ont.





Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

BUY

STARBRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

INDEX TO ADVERTISERS

A

Allison Coupon Co 56
Anglo B.C. Packing Co., Ltd. 9

B

Baker, Walter 57
Balfour-Smye & Co. 12
Benedict, F. L. 56
Bickle, J. W., & Greening... 53
Bond, Limited, Chas. 53
Borden Milk Co. 3
Brand & Co. 8
Brantford Cold Storage Co... 16
Beauchamp, Claude 17
Biscuits and Crackers Ass'n.. 56

C

Campbell Brokerage Co. ... 17
Campbell Bros. & Wilson, Ltd 4
Canada Starch Co., Ltd. 22
Canada Fishing Co., Ltd.... 20
Canadian Salt Co. 46
Catelli Co., Ltd., C. H. 58
Chivers & Sons, Limited ....
Inside back cover
Church & Dwight, Limited.. 60
Clark, Ltd., W. 11
Coles Mfg. Co. 12
Colonial Coco-Butters, Ltd.. 56
Comte's Coffee 56
Connors Bros. 52
Continental Bag & Paper Co. 50
Cornish, E. O. 16
Cosmelli & Co. 20
Crescent Mfg. Co. 16
Craig, W. G. 5

D

Distil Mfg. Co. 55
Dominion Canners, Ltd. 7
Dominion Register Co. 10
Dominion Salt Co. 60
Duncan, John 12

E

Eastern Manufacturers, Ltd.. 16
Escott & Co., W. H. 21
Eureka Refrigerator Co. 20
Enterprise Mfg. Co. 18

F

Fearman, F. W., Co. 51
Fels & Co. 54
Fenwick, Hendry & Co. 61
Frontenac Breweries, Ltd. ... 61
Furuya & Nishimura 20

G

Galloway & Co. 6
Gorman, Eckert & Co. 19
Grattan & Co., Ltd. 56
Genesee Pure Food Co. 59

H

Hamilton Cotton Co. 62
Hargreaves (Canada) Limited 53
Heinz Co., H. J. 13
Holland Rusk Co. 56
Horton-Cato Mfg. Co. 58
Hillock & Co., John 55

I

Imperial Oil Co. 58
Irish Grocer 56

J.

Jackson & Sons, T. S.....

K

Kessell Co., F. 56
Kidd, Edward 17
Kilgour Bros. 20
King Co., Frederick 13
Kirkwood & Co. 15

L

Lambe & Co., W. G. A. 16
Leadlay, Ltd. 16
Leeuw, Henri de 16
Leitch Bros. Flour Mills, Ltd. 6
Lemon Bros. 62
Lindners, Limited 54
Laporte, Martin & Co. 63

M

MacNab, T. A., & Co. 16
McCabe, J. J. 62
McCann & Langford 17
McIntyre, W. E. 56
McLeod & Clarkson 17
Mackay, Ltd., John 62
Magor, Son & Co. 22
Malcolm & Son, Jno. 62
Mathieu & Co., J. L. 17
Millman, W. H., & Sons ... 16
Morrow & Co. 16
Mott, John D. 14
Mt. Royal Milling Co. 45

N

Nagle Mercantile Agency 57
Nicholson & Bain 48
North American Chemical Co. 56
North Atlantic Fisheries, Ltd. 3
North-West Specialty Co. 16

O

Ocean Mills 14
O'Loane, Kiely & Co., Ltd... 16
Oakey & Sons, John 17
Old Calabar 12

P

Paterson & Sons, R. 15
Patrick & Co., W. G. 16
Pennock, H. P., & Co., Ltd. .. 16
Perrin & Co., Ltd., D. S. 2
Pascalls 57

R

Renfrew Machinery Co. 13
Rennie, Wm. 62
Richards Pure Soap Co. 9
Robinson & Co., O. E. 56
Rock City Tobacco Co. 58
Rowat & Co. 55
Ruttan & Chipman 16

S

St. Lawrence Sugar Refining Co. 13
St. Vincent Arrowroot Growers & Exporters' Assn..... 60
Sanitary Can Co. 19
Simpson Produce Co. 16
Smith & Schipper 17
Smith & Son, E. D. 14
Spurgeon, H. G. 16
Stevens, Hepner Co. 48
Stuhr, C. F. 17
Symington & Co., W. 12
Symington, T. 59

T

Tippet, Arthur P., & Co. .. 1
Tuckett & Co. 6
Trent Mfg. Co. 56

W

Walker Bin & Store Fixture Co. 8
Walker, Hugh, & Son 51
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Western Distributors 16
Western Salt Co. 55
Wethey, J. H. 51
White & Co. 51
Woods & Co., Walter 61
Woodruff & Edwards 48

Y

Youngheart & Co., Ltd., E... 57

Inventory Inventory

We Must Reduce Our Stocks.

Superior Quality. Lowest Prices.

Exceptional Profits.

Every line undermentioned is of the very best quality and must be disposed of before Feb. 1st. Get your share of the profits.

1091 cs. Imported and Canadian Sardines

157 Bags Unground Spices

252 Fancy Boxes Schepps Cocoanut (Pails)

800 cs. Castile Soap, "Le Soleil" et "La Lune" Brds.

20,000 Boxes Dried Fruits

Valencia Raisins.

Malaga Table Raisins.

Sultana Raisins.

Evaporated Fruits (Apples, peaches, prunes, pears, etc.)

California and Oregon Prunes.

Dates, Figs, Peels and Nuts.

45,000 cs. Canadian Canned Goods.

Vegetables, Fruits, Fish.

Full assortment of the best quality.

2,500 Boxes Assorted Teas.

N.B.—We will prepay freight on all orders of 200 lbs. or more to any points in Ontario and Quebec.

Write, Phone, Wire at our expense.

Laporte, Martin, Limitee

568 St. Paul Street,
MONTREAL, QUE.

Tel. Main 3766.

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

Makers of Jams **to H.M. King George V.**

By Appointment

CHIVERS' JAMS

and Marmalades

Famous the world over for Purity, Quality, and Flavour.

Made in silver-lined pans under ideal hygienic conditions at the famous Orchard Factory.

Fresh Fruit and Refined Sugar Only.

NO PRESERVATIVES.

NO ARTIFICIAL COLOURING.

Put up in glass jars, cans and pails.

Grocers everywhere report increasing sales.

Stock Chivers' Orchard Factory Jams and get the cream of the trade. Now is the time to buy.



For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LIMITED
57 Water St., VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St., MONTREAL
(Canada and Newfoundland)

We Operate the Most Modern Independent Chewing Gum Plant in Canada

"Our Profits are Based on What our Automatic Wrapping Machines Earn"

ONE THOUSAND Five Cent PACKAGES

Each Package Containing Five Individually Wrapped Sticks

FOR TEN DOLLARS

Terms Strictly Net Cash : Payable at par in

LONDON, MONTREAL, OTTAWA, TORONTO, WINNIPEG, VANCOUVER

Quality Guaranteed, Samples Free on Request

Made in Canada By Canadians



Not an American Concern Operating in Canada

"TEST YOUR GUM"

By depositing the saliva on white paper; if it is muddy it is not clean. ONE THOUSAND DOLLARS IN GOLD WILL BE PAID to the person who can prove that Percy's Gum is not the Cleanest and Most Healthful Chewing Gum in the World.

Percy's is the First Clean Gum Made in Canada

Factory Working Day and Night. Repeat Orders Coming In Galore.

WHOLESALE HOUSES WRITE FOR DISCOUNTS

Maple Leaf Gum and Candy Company

London - Canada

THIS IS THE 1,362nd ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, JANUARY 16, 1914. No. 3

HOMOGENIZED

LAURENTIA MILK

AND CREAM



Will win for **you** the fresh milk trade of people who are particular.

Highly recommended and endorsed by the leading food and medical authorities.



ORDER FROM

Laurentia Milk Co. *of* Ontario, Ltd.

2 MANNING ARCADE ANNEX

TORONTO

Put up in Three Sizes of Tins





NOW NOTE PRICES

Put up in Sanitary Tins - Sterilized Pure Natural Milk and Cream.

MILK.	Case
No. 2 2 doz. to case.....	$1.80
No. 3 2 doz. to case.....	2.88

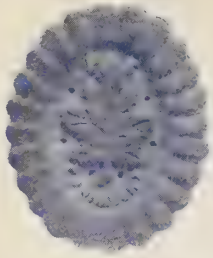
CREAM.	Case
No. 1 4 doz. to case.....	$4.80
No. 2 2 doz. to case.....	4.80
No. 3 2 doz. to case.....	9.60

Freight prepaid in 10 case lots or over in Ontario to nearest shipping station East or South of North Bay, Sudbury and Ottawa.



KEEPS INDEFINITELY ALWAYS FRESH ALWAYS SWEET

The Connaught

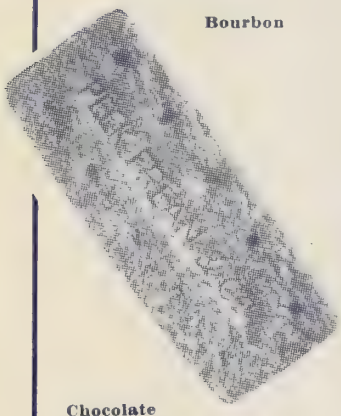


A Princely Biscuit



Pat-a-Cake

Bourbon



Chocolate Sandwich



Ye Billiken



P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal to-day to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal

Give value for value

When your customer buys an article does he get a fair, honest return for the money invested—in other words are you selling highest quality, pure, unadulterated goods?

One purchase will settle the question in the mind of the customer.

Give the customer value for value at every sale, and you will create a permanent patronage.

Griffin & Skelley's Dried and Canned Fruits and Vegetables

represent the heighth of perfection in fruit and vegetable growing, preparing and canning. They are known as the standard for evenness of quality and packing. Your customers will appreciate if you sell this pack.

Here is a partial list of the Griffin and Skelley lines which will help you make your selection for your next order. Ask your wholesaler for a complete list.

Apricots,	White Cherries,	Greengages,	Prunes,
Peaches,	Black Cherries,	Raspberries,	Seedless and
Grapes,	Blackberries,	Strawberries,	Seeded Raisins,
Pears,	Damson Plums,	Pineapples,	Asparagus, etc.

Keep your eye on this page for additional ads on other quality lines which we handle.



Arthur P. Tippet & Company

Agents

Montreal, Que.



Fancy thin 5c and 10c Pkgs. with Blue Label

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA



BORDEN'S

The best in milk products that science can produce. You will please your customers by recommending the "BORDEN" "leaders of quality" lines.

Borden's Milk Co., Limited

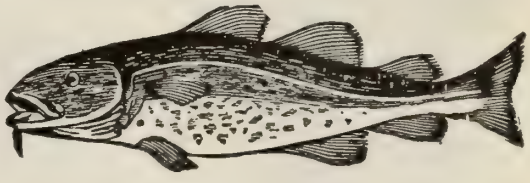
"Leaders of Quality"

MONTREAL

Branch Office: Arcade Building, Vancouver

THE MONEY COMBINATION





Get your hand on a few extra dollars by handling our fish leaders. The high cost of m ea and other foodstuffs makes your chance of working up a big fish trade even rosier.

Canada Brand Pure Boneless Codfish

We can supply

Boneless Fish — In Tablets, Whole Strips, Blocks, Bulk and Boxes

Skinless Fish — Eastern Hundreds, 100 lb. Boxes; Eastern Fifties - 50 lb. Boxes

Ask Your Wholesaler also for **OCEAN BRAND**

HADDIES KIPPERS BLOATERS FILLETS

And Ask Us for FREE FISH BOOKLET and SIGNS

NORTH ATLANTIC FISHERIES, LIMITED - Montreal



It's no trouble to make a delicious dessert with KNOX GELATINE; women know this because we tell them by steady advertising, so when you offer KNOX GELATINE to a customer you have an **easy sale.** It will pay you to sell KNOX GELATINE as often as possible because of the good profit you make out of the 15 cents per package.

"Make KNOX your gelatine leader."

Charles B. Knox Company
Johnstown, N.Y.



The brand that is a guarantee of quality

Our Service to the retail grocery trade of the West

Six large, centrally located warehouses with a complete line of groceries established at each of these points—Winnipeg, Calgary, Edmonton, Regina, Saskatoon and Lethbridge, and a full staff of representatives who cover the entire western territory well and often, ensure the trade an unparalleled service. Besides this our buying facilities are the best, and having our own factory we produce and pack all Royal Shield Brand Specialties—Tea, Coffee, Jelly Powder, Baking Powder, Extracts, Spices, etc., this enabling us to sell at prices and give a quality not equalled anywhere.

Write to our nearest office.

Campbell Bros. & Wilson, Ltd.
WINNIPEG (Established 1882)

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON, LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Packers of

Royal Shield Brand of Goods

Big Values Just Now in Minto Bros.' Bulk Teas—(See Our Traveller)

Owing to the fact that we bought heavily just before the recent sharp advance in prices we are able to give our customers the benefit in extra good values.

Our travellers are now on the road. Wait and order from them, BUT if you need immediate stock, send in your order, or ask for particulars and prices and you'll get the very promptest attention.

Awaiting your favors—

Minto Bros., Limited

TORONTO

—and order Melagama, too

This popular brand of Tea and Coffee are in great demand, owing to their high-grade quality and extensive advertising. Order a case of each with your next bulk order.



What's Good for a Hungry Man?

"FORCE"

Because it gives the finest wheat the world grows, in a flaked, appetizing form—

To which is added the tonic value of Malt, so that—

FORCE is not only good to taste and generally good for the eater, but it has a piquant, palatable flavor all its own—and it's important for a cereal to be not only "good," but enjoyable—as you know!

The wise grocer knows that the cereal that delivers most value for the money is the one that will pay best in the end. FORCE is admittedly the best of all wheat foods. It pays to push FORCE, because it's the one breakfast food people never tire of.

"FORCE"
TOASTED WHEAT FLAKES

Orinoco

TUCKETT'S SMOKING

Tobacco

The "Old Jimmy Pipe" will hold twice the pleasure for your smoking patrons if you sell them Tuckett's Orinoco—the pure Virginia first quality tobacco—rich brown, full of flavor.
It is mellowed and aged in Nature's own way—cool, biteless and mild, with the fine pungent aroma of the pure Virginia leaf.
You'll be asked for it. It's a profitable line for your tobacco dept.



TUCKETT, LIMITED

Hamilton

Those Who Know

Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

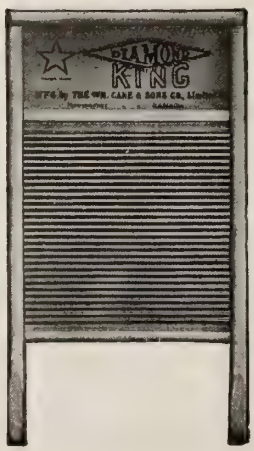
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.







EVERY POUND OF ANCHOR BRAND FLOUR

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake, Manitoba

To-day's Popular Food!



"When your customers complain about the high cost of living point out to them that they can solve the problem in part by eating

"Simcoe" Baked Beans

One tin makes a wholesome and nutritious meal for the entire family, and they are cooked "just right" and "all ready to serve."

Dominion Canners,
Limited
HAMILTON CANADA



Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space

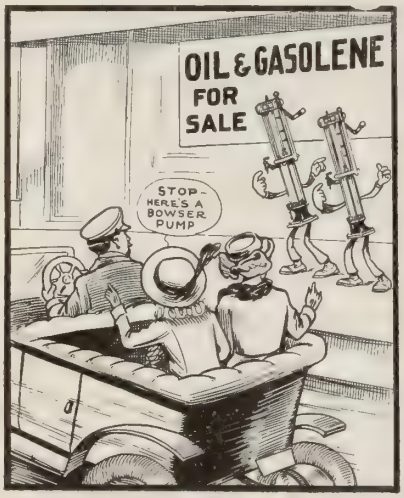
Every dealer knows the value of good display of goods. He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a **"WALKER BIN" SYSTEM?** It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

WALKER PATENTED BINS

Walker Bin & Store Fixture Co.
LIMITED
BERLIN ONTARIO

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS



Ladies: "Stop, John! There's a **Bowser Pump."**

John: "Yes, miss."

Ladies: "While you are filling the car, we will go in and order our groceries."

Sales Offices in all Centres and Representatives Everywhere.

BOWSER ESTABLISHED 1885

Automatic *Outdoor* Salesmen for Gasolene or Kerosene Beckon Trade to You

Every passer-by sees the sign and the pump—a black pump for kerosene and a bright red one for gasolene—and you soon *own* their business.

Oil Pull Engines are selling by the thousands, and each one in your vicinity is your legitimate customer for large quantities of oil.

Lamps aren't all out of business either.

Automobiles, gasolene engines, gasolene lighting systems consume millions of gallons of gasolene and distillate.

This business should be yours, and it will come to you with a Bowser system.

The cost is small. The profits are large. The business is steady and sure the year round.

Write us and we'll show you how to make money.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue, - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

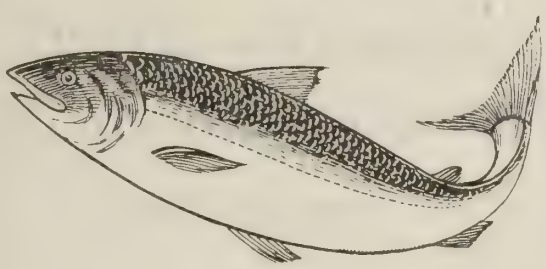
Original Patentees and Manufacturers of Standard Self-Measuring Hand and Power Driven Pumps, Large and Small Tanks, Gasolene and Oil Storage and Distributing Systems, Self-Registering Pipe Line Measures, Oil Filtering and Circulating Systems, Dry Cleaner's Systems, Etc. ESTABLISHED 1885.

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**







Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately

Quality is Our First Consideration

"What is the amount of my bill, please?"

Your best customers often ask this question—your "slow-pay" customers are not interested enough.

You've provided some things for the convenience of customers purchasing—more than likely an excellent telephone service. But, have you a system that makes it easy for you to keep account of their purchases—that provides a statement of account with each purchase—that keeps you and your customers aware of the amount of their bills?

The Barr Account Register System

means a combination of these things—means that when you issue your counter check you have a complete statement of account to date—your customer has a chance to keep within the credit limits—your bookkeeping is finished.

Built in floor cabinet style, combining desk, credit register and filing cabinet, for any number of accounts, or in the smaller counter style for the smaller credit business, the Barr Account Register is a time, labor and money saver—money saver because you know when to limit the credit of your customers.

Write today for information and demonstration that await your request.

BARR REGISTERS LIMITED
TRENTON, ONTARIO

Great Britain—Head Offices—Dacre House, No. 5, Arundel Street, Strand, London, W. C.—Factory, Birmingham.

SPECIAL NOTICE

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.



COUNTER CABINET STYLE—Closed.

Good Day! Do you like French dishes?

You do? Good! You are not the only one who does. Your customers, too, may like to dine at home as they would in one of the famous restaurants of Paris, and without trouble or great expense. You agree? Then write

MESSRS. RAYNAL and ROQUELAURE
of CAPDENAC (AVEYRONS), FRANCE

They will send you a list of their 200 dishes, all packed in boxes and ready for serving at table.

They have revolutionized the food question in Europe.

You will probably find it to your advantage to demonstrate an early interest in a line which will soon be in demand throughout the Dominion.

The Brantford
SHOWALL
Window Fixtures
beat the world
for Grocery Selling
WRITE NOW FOR MEASUREMENT
FORM & FULL PARTICULARS
Brantford Showall Window
Fitting Co
BRANTFORD ONTARIO

See full page advertisement, page 181, October 10th issue.

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.



AGENTS:

Wm. H. Dunn Montreal and Toronto

Hamblin & Brereton, Ltd. Winnipeg and Vancouver B.C.

T. A. MacNab & Co., St. John's, Newfoundland.

CARR & CO. CARLISLE ENGLAND

FACTS—FIGURES



Are the most convincing evidence



Clark's Pork and Beans

Month by month and year by year are ever increasing in favor with the public.

WE KNOW, the enormous increase in our output, and we can tell you the simple reason for it

"THEY ARE THE BEST"

You, Mr. Grocer, can easily prove this. Just compare your sales of CLARK'S with your sales of OTHER BRANDS. Your own figures will convince you.

STOCK CLARK'S AND GET THE BUSINESS

W. CLARK, LIMITED, MONTREAL

Hold your tea order till our traveller calls

We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.

OLD CALABAR
DOG AND PUPPY BISCUITS
Agent—KENNETH H. MUNRO, Montreal

"ZIP"



The King of Hand Cleaners

Why not put in a trial lot? There is a special selling plan with it.

The quality is there in every way, and profit for you makes it even more attractive.

Ask our Agent.

The Zip Mfg. Company, - Sutton, P. Q.
AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.



SYMINGTON'S SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

Easy to prepare—put the contents of packet into water—stir—boil—serve.

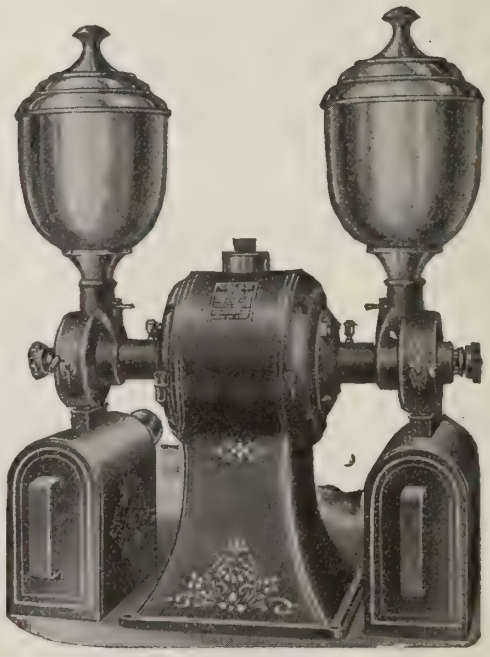
Canadian Agents:—
Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO
1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence

Extra Standard Granulated

Now packed in dollar bags weighing 16 lbs., 17 lbs., 18 lbs. and 19 lbs. in cotton bags.

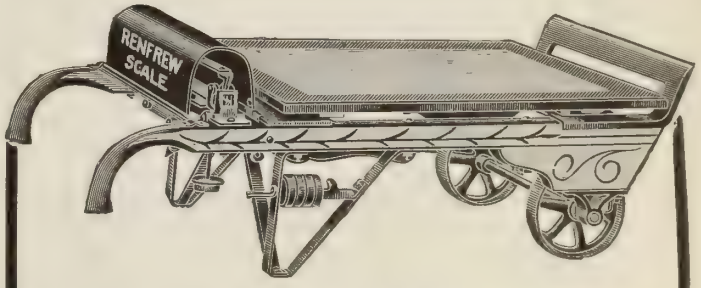
You can get it in any of these sizes that you prefer.

Do You Know What the Heinz Grocers' Service Is?

THROUGH our general advertising we are creating a country-wide consumer demand for the 57 Varieties. Through our Grocers' Service Department we are trying to bring that demand into *your store* and help *you* sell more goods.

If you have not yet learned about the Heinz Grocers' Service Work ask our salesman for particulars or write us direct.

H. J. HEINZ COMPANY
PURE FOOD PRODUCTS
PITTSBURGH, U. S. A.



So Very Handy

Here is a scale you can wheel around and weigh goods anywhere you please. Weighs accurately, even if floor or ground is uneven.

The Renfrew Truck Scale

also practically mounts its own load up to say 600 lbs. If you want to weigh a heavy box, for instance, you shove the nose of the truck under the box, give the handles a press, and up comes the load. Weighs anything from 1 lb. to 2,000 lbs. Strong and substantial, yet not heavy nor cumbersome like a platform scale. Write for descriptive booklet and price.

The Renfrew Machinery Co.
LIMITED
RENFREW, ONTARIO

OXO cubes

"OXO WEATHER" is Here at Last

"OXO Weather" has been a long time coming—but it is here now. Snappy, biting cold sends folks home with appetites longing for HOT OXO—Hot OXO SOUPS and BROTHS—HOT OXO STEWS, MEAT PIES and other nourishing, warming dishes.

OXO CUBES

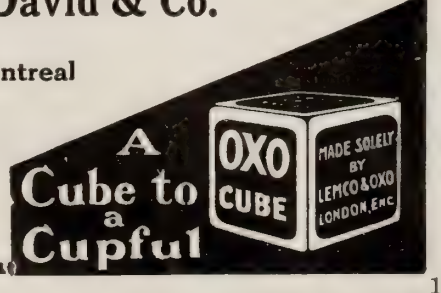
are in keen demand now, and will be until hot weather comes again. And the OXO advertisements are appearing in all the leading newspapers and magazines to keep people constantly reminded of these famous cubes of concentrated meat goodness.

If you haven't handled Oxo Cubes before, stock them now and get the full benefit of the Oxo name—of the Oxo fame—the Oxo advertising—and the Oxo demand.

We'll ship your order by return if you wish. Write us for special terms to the trade.

Corneille David & Co.

Toronto Montreal
Winnipeg
St. John, N.B.



A few moments between Nature and the table

From the time Nature has added the final touches to the growing fruit until it is a delicious fruit dessert, ready for the consumer's table, only a few moments elapse. The reason for the superfine flavor and quality of



E.D.S.

Jams, Jellies

Preserves

is therefore quite apparent.

E.D.S. fruits are grown and preserved right on our own fruit farms by expert canners. Try E.D.S., the widely-advertised and popular brand.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton

E
D S

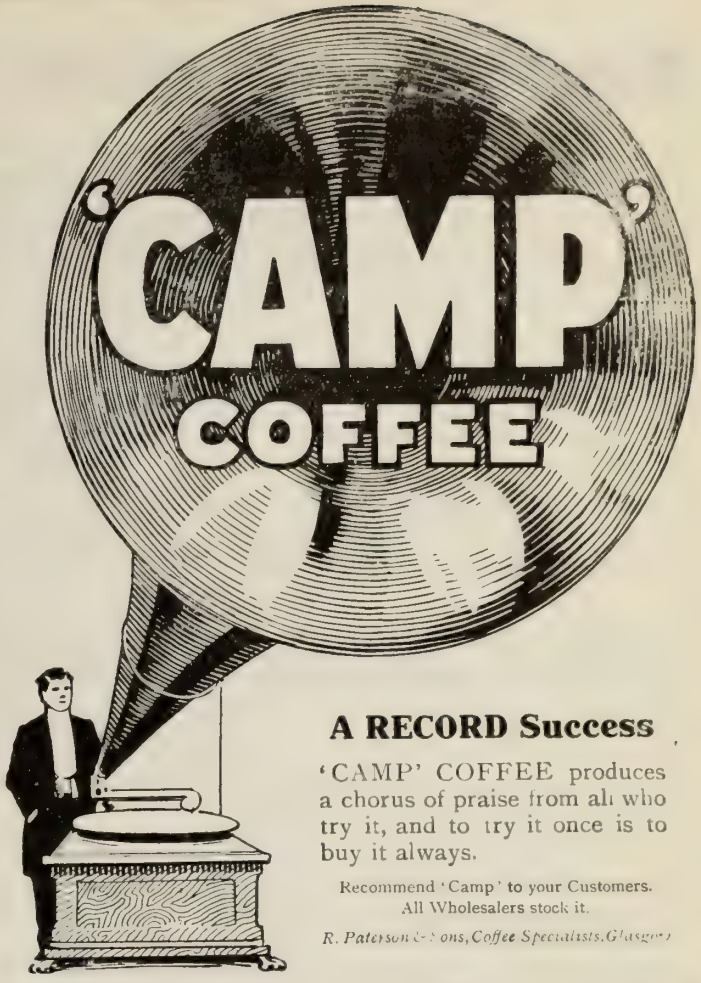
A ROYAL TEA HOUSE

The United Kingdom Tea Co. are now starting to open up Agencies in all Towns and Cities of Canada, with only ONE HOUSE in each place that will control this TEA. Apply now to Kirkwood & Sons, 176 Dupont Street, Toronto. U. K. TEAS are put up mixed and black, in ½ and 1 pound packages; each case contains 30 lbs. Terms 60 days, freight allowed on 5-case lots from stock in Toronto.

30 cent quality will cost you ..... 22 cents
40 cent quality will cost you ..... 25 cents
50 cent quality will cost you ..... 30 cents

Figure your profits and compare with other Package Teas.

In one sense this may be said to be a Royal Tea House. The United Kingdom Tea Company, Ltd., London, England, hold Warrants of Appointment to H.M. King George V., and H.M. Queen Alexandria, H.R.H. the Duke of Connaught, and others of the Royal Family; and are, likewise, Tea Merchants to both the House of Lords and House of Commons. The Company's tea is regularly supplied in the hotels and restaurants of the London and North Western Railway Company, the Great Western Railway Company, the Great Northern Railway Co., and the Great Eastern Railway Co., in upwards of three thousand other hotels and institutions, in numerous clubs, colleges, schools and hospitals, and to many of the canteens and messes of the Army, as well as to thousands of customers all over the world. The directors are Messrs. C. E. Ayshford, C. V. Henderson, and J. H. Morphew, and the continued success of the house is primarily due to these gentlemen, supported, as they are, by a picked staff, like themselves, of practical men. A long list of gold medals and awards carried off at great exhibitions attest to the value of the Company's output. There are branches at Dublin and Bombay, and Continental depots at Paris, Vienna, Berlin, Milan, Bucarest, and Galatz, whilst agencies exist in almost every part of the civilized world.



A RECORD Success

'CAMP' COFFEE produces a chorus of praise from all who try it, and to try it once is to buy it always.

Recommend 'Camp' to your Customers.
All Wholesalers stock it.

R. Paterson & Sons, Coffee Specialists, Glasgow

WHITE SWAN

NOW is the time, Mr. Dealer, to stock up with White Swan Baking Powder. The advertising campaign now running is teaching all good housekeepers the value of White Swan Baking Powder as an assurance of successful results in the kitchen. Get in line now with this widely-created demand.

"Surity of Purity"

is the White Swan guarantee of quality. Customers recognize it when they see it on your shelves. It moves quickly, and its satisfaction brings steady "repeats."

We do all but sell the goods for you. We advertise it in your locality so convincingly that customers demand the White Swan products. If your competitive neighbor has it in stock, he gets the business. We supply **Free**, striking White Swan window cards, and dress your windows to attract customers to your store. Cuts will be provided for your own advertising over your own signature. Big profits are assured.

Be a White Swan dealer—**write for full particulars.**

White Swan Spices and Cereals, Limited
TORONTO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Headquarters for White Beans and Evaporated Apples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

HENRI de LEEUW
Merchandise Broker,
28 Front Street East, Toronto.
I solicit agencies for the following lines: Peas, Beans, Canned Goods, Apples, Corn, Oats, etc. First-class references given all over the world.

Established 1859.
GEO. STANWAY & COMPANY
Toronto
Ontario representatives for
D. S. PARTHENOPULO
Patras, Currants
Importers of Texan Rices, White Beans, Lentils, Imported Canned Goods, etc.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg, Man.

We advertise the many uses of MAPLEINE



telling how deliciously it flavors cakes, frostings, ice cream, desserts and Sugar Syrup.

Order from your jobber, or

The Crescent Mfg. Co.
SEATTLE, - WASH.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

Hamblin & Brereton, Limited
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

Importers and Agents Wanted
in Canada for
FINCH'S PATENT FLY CATCHERS,
OLD COUNTRY TOFFEES, ETC.
APPLY
EDWARD KIDD & CO.
1090 Hamilton Street, Vancouver, B.C.

Main 1393 MONTREAL 1 and 3 St. Helen St.

EDGAR MEYER
Associated with
HUPPFELD LUDECKING & CO.
Manufacturers' Agent and Importer
of
High-Class Food Specialties

Sardines, Appel La Roche.
Sardines, Racine.
Sardines, Norwegian.
Anchovies, Norwegian.
Bismarck Herrings
Petits Pois, Excelsior
Haricots, etc.
Cheese Wafers.
Cheese Camembert.
Shrimps, North Sea.
Crab Tails.
Sausages, Frankfurter.
Hildebrand's Chocolates

A trial order placed for any of these Specialties will convince you the quality is up to the standard and can be easily compared with competing lines. The prices are very reasonable on account of Special Arrangements with our Principals.

Agents wanted

Halton Ltd., Scotch Toffee.
Weltruf Fly Catcher.
Victor Quick Lighter.
German, French, Belgium — Canned Vegetables.

WORLD RENOWNED
C.F. St&C° BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
FILETS D'ANCHOIS
(naturels),
ANCHOVY PASTE.

"Please ask for our offer."

C. F. STUHR & CO., HAMBURG.



OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Every Merchant who handles—
Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

The delicious pickle
—STERLING SWEET

Popular Sterling BRAND Priced



"O-Eat-A" delicious, appetizing Sweet Pickles—Pickles that satisfy your customers—Pickles that excel in quality.

But best of all the "O-Eat-A" Sweet Pickle is a wonderful seller—It has great profit possibilities. It wins trade for the wise grocer who handles it.

There are more sales for it in your store. Suggest it more regularly.

Get a display on your counter and in your window to-day.

The T. A. Lytle Co., Limited
"CANADA'S LARGEST PICKLE INDUSTRY"
Sterling Road, Toronto

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

A SLIGHT DIFFERENCE
in price on a cheap article like

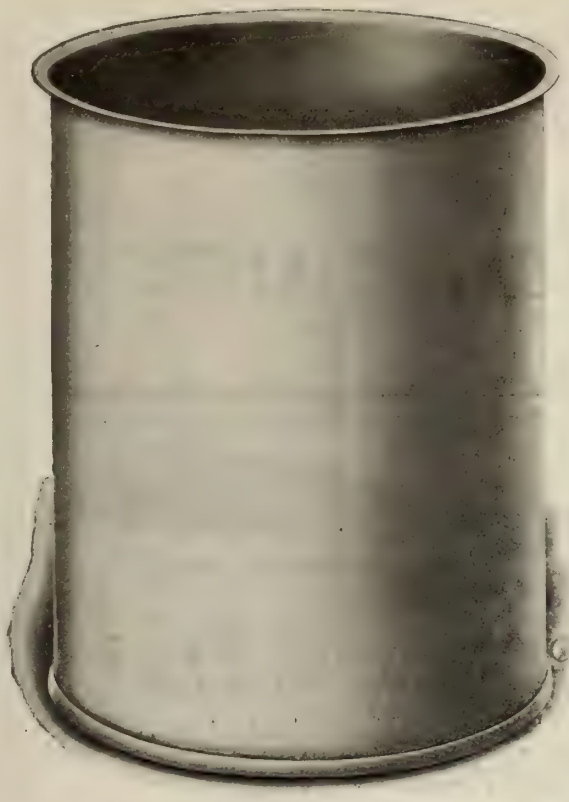
SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five mighty good reasons why you should sell "Club House" OLIVES



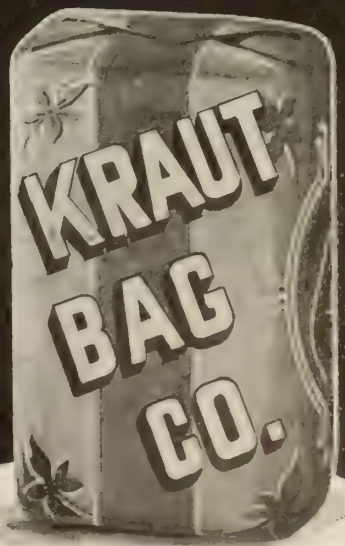
1. We use only the finest flavored olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.
5. "Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co., Ltd.
London. Ontario
Western Selling Agents
MASON & HICKEY, WINNIPEG

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags

Adolph Kraut Co.

57 Warren St. New York.

JAPAN TEAS

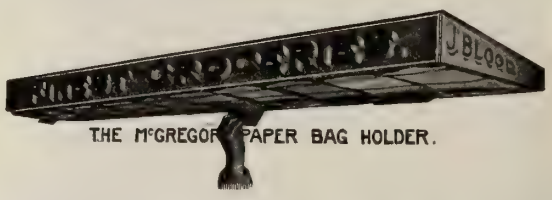
Furuya & Nishimura

BUY
"Redona" and "Matador"
SHELLED
ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulps.
Monument Buildings, London, England



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH — FROZEN FISH
SMOKED FISH — SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

EUREKA

REFRIGERATOR CO.
TORONTO

YOU get the benefit of 28 years of experience. The Eureka Patented Refrigerator is without an equal, and perishable goods will keep better than in anything else made. It will pay Butchers and Grocers to write for Catalogue and prices, and have a Eureka Refrigerator installed and ready before the warm weather comes. Every Refrigerator is guaranteed by the Company.



Eureka Refrigerator Co., Limited
54 Noble Street, TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076
Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fort William, Hamilton Calgary, Moose Jaw, Saskatoon

THERE IS NO MAPLE

IN A CORN COB

BUT



Supposing after receiving supplies from the farmer you stripped almost all the corn off and filled orders for corn with the bare cob, where would you get off at with the customer? Dissatisfaction—Lack of confidence, etc., etc.

Maple Syrup

Is being abused thus, though, every day. Refiners receive supplies of the pure sap from the farmer and adulterate it to such an extent that it really is more adulterant than maple. Yet they label it pure and sell it for less, in instances, than the pure cost them in the first place. **Do not be deceived!**

Western Canada BEWARE!

There is a concoction being offered there now that you are asked to buy as PURE MAPLE. You are only jeopardising your business by listening to flowery talk from unscrupulous houses. This is no idle statement. If you buy any fake syrups you will regret it later. Handle

"PRIDE OF CANADA"

The Virgin Syrup Never Adulterated.

Maple Tree Producers' Assoc., Limited

58 Wellington Street, MONTREAL

Agents:

W. S. MACKENZIE, Ltd.
Winnipeg

S. H. P. McKENZIE
32 Church St., Toronto

OPPENHEIMER BROS,
Vancouver



Prime Beef

in its most concentrated form

Bovril is the only food proved to have a body-building power of from 10 to 20 times the amount taken.

Its Remarkable Body-Building Power

was demonstrated by a series of experiments upon human subjects, conducted under the direct control of one of the foremost physiologists of the day, and reported to the British Medical Association.

Bovril was proved to possess the remarkable body-building power of from **10 to 20 times** the amount taken.

Your customers will find the 8 and 16 oz. bottles much cheaper than the smaller size. Recommend this economy to them and make more profit yourself.



BOVRIL LIMITED

27 St. Peter Street **MONTREAL**

TEA EXPERTS' OPINION

For nineteen years the trade relations between the retail grocery trade of Canada and Red Rose Tea have been broadening and strengthening. The foundation of these relations is the high quality of the tea. That quality makes Red Rose a standard of quality among tea experts. To a tea expert "As good as Red Rose" means as good as money can buy.

Your trade and ours in Red Rose has been built up on this foundation of quality. We appreciate fully the co-operation and good-will of our customers, and have sought by every means in our power to strengthen the mutual relations between the trade and Red Rose Tea.

We are firmly convinced it will pay YOU to sell more Red Rose Tea, to display it, and recommend it to your customers. **You will sell more tea.**

Red Rose Tea

"is good tea"

T. H. ESTABROOKS CO., LIMITED, 7 Front East, Toronto, Ontario

Three foods but with a single thought—

Quality

Griffin's California Asparagus
Griffin's Sliced Peaches
Griffin's Seedless Raisins

Packed by Griffin & Skelley, San Francisco, from California's choicest products.

Are you stocking them?

Western Selling Agents

Mason & Hickey, - Winnipeg

Branches—Regina, Saskatoon, Calgary, Edmonton.



One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited
Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street



Successful Sales

are those which are backed up with the right goods.

Crown Brand Corn Syrup

once sold to a Customer means **repeat orders.** You can particularly recommend CROWN BRAND to those of your customers who have growing boys and girls.
Have you enough "CROWN BRAND" on your shelves?

THE CANADA STARCH CO. LIMITED
MANUFACTURERS OF THE
EDWARDSBURG BRANDS
Cardinal and Brantford
Montreal, Toronto, Calgary, Vancouver

CANADIAN GROCER

VOL. XXVIII JANUARY 16, 1914 No. 3

Is United States Parcel Post System Top-Heavy?

An Emergency Appropriation of $1,000,000 Asked for to Keep System Running Until June—It Was Installed Without Thought as to Expense on the People—Deficit Likely and It May Be An Annual One—What of Our Own System?

CANADIAN post office officials who have been pushing forward our new Parcel Post system, had better beware lest it become a millstone about their necks.

Nothing could have been more or better advertised than the system which our friends in the United States adopted a little over a year ago. It came in with a flourish of trumpets, so to speak, and during 1913 a C.O.D. system was added and advances in weight limits were made with the recklessness of a woodsman when he reaches the city in the spring. Now the Post Office Department at Washington is faced with a likely deficit.

Without Thought of Expense.

A writer on the subject in a United States trade newspaper states that "evidence continues to accumulate" that the Parcel Post system was installed without thought as to its expense to the people at large or its injury to private enterprise, and that a deficit of unknown proportions may yet be faced by the Post Office Department to keep the system going and that this deficit will be an annual and growing one." In his report just made public, the Postmaster-General of the United States claimed that there was a surplus of $4,510,650 in the running of the Post Office Department. Notwithstanding this, on December 19 last he asked Congress for an emergency appropriation of $1,000,000 to keep the system running until June 30, 1914, the end of the fiscal year. Congress has already granted an emergency appropriation of $600,000 to support the system, and it is a matter of conjecture how many emergency appropriations will be necessary before Congress has information as to just what the system is costing, and paying.

Railroads to Be Paid Yet.

"While the department," adds the writer, "isn't accused of a deliberate desire to mislead the public in regard to the exact status of the matter, nevertheless all of its reports and comments give that impression. Postmaster-General Burleson's report is based on the fiscal year which ended June 30, last, and yet it is admitted that from January 1st, the date of installation of the system, until June 30, the ending of the fiscal year the railroads of the country did not get one additional cent for the carriage of the 300,000,000 packages carried, and that since July 1, the beginning of the present fiscal year, some of them have received from but 1 to 5 per cent. additional compensation. In addition to this, the Postmaster-General has been compelled to announce that he will make an emergency recommendation to Congress for further compensation to carriers to save them from actual loss in the handling of mail, the recommendation being based on the volume of mail due to parcel post."

The C.O.D. Addition.

In this report of the U.S. Postmaster-General, he makes it clear that the C.O.D. system benefited the mail-order houses. This is self evident, and it would be to the lasting shame of the merchants of Canada if they ever permitted our postal officials to go so far. Quoting from this section of the report the following is found:

"Collect-on-delivery service was made available to patrons of the Parcel Post on July 1 last. This facility enables the senders of a mailable parcel on which the postage is fully prepaid to have the price of the article and the charges thereon collected from the addressee on payment of a fee of 10 cents, provided, etc., etc. This feature of the service is believed to have had the effect of stimulating mail order business by making unnecessary in many transactions, the payment of money in advance by purchasers or the extension of credit on the part of sellers, and it has become very popular owing to the promptness with which collections are returned to the senders. It is also believed that this service will prove a great convenience to our farming population when they accustom themselves to a larger use of the Parcel Post."



This cartoon presents the impressions of a United States artist on top-heaviness of the Parcel Post system there.

(Continued on page 42.)



This cut shows an exterior view of the new Edmonton store of the Hudson Bay Co., where not so many years ago there was nothing but unbroken prairie soil. The building contains 130,000 square feet of floor space and represents an expenditure of some $350,000. It will be completed about the end of January.

A Great Transformation on Canada's Prairie

In Cities, Where Just a Few Years Ago Was Unbroken Land, Are to be Found Large Department Stores Taking the Place of the Old Time Trading Posts—The New Hudson Bay Co.'s Store at Edmonton Typifies the Change.

"THE old order giveth way to a new."

That is a rather trite proverb, but when applied to the history of certain of our modern industrial enterprises, it throbs with new life and meaning. Nowhere is the saying more applicable than to the way in which the big department stores in the cities of Western Canada have taken the place of the country general stores and trading posts that dotted the prairie lands where these cities now stand, just a few years ago. Special reference is made to the new Hudson Bay Co. store in Edmonton, Alta.

If our grandmothers could come back, imagine their emotions as they are whizzed breathlessly up an elevator or slid without exertion up a moving stairway.

It is a far call to those dashing cavaliers of Prince Rupert's time with their flowing lovelocks, their exquisite laces and ruffles, their thirst for adventure and daring the unknown, to that wilderness of prairie for which they set out, the Indians and little handfuls of white men, from the humming, throbbing life of the West whose industrial roar they would in this day encounter, could they come back. The trading post with its old store and palisades is now "The Bay." Why, only ten or twelve years ago might have been seen the dog teams from the distant north drawn up in front and the red-blanketed Indians clustered about the gates to which, for generations, they had looked for all the comforts and councils of the white man. Within those gates a primitive general store organization ministered to their primitive wants. It was the day of goods in bulk. Inside long counters were piled high with warm clothing and heavy footwear for rough travelling. Groceries by the wholesale order were there in stocks ready for loading on wagons or sleighs for the northern trails.

The Old Order Changeth.

To-day, in 1914, what a difference. Clanging street cars and luxurious autos carry fashionably dressed men and women by the hundreds along a well paved city thoroughfare to do their shopping. How could that store of a generation ago have served these modern city folk? With a characteristic combination of progressiveness and caution the descendants of the "Gentlemen Adventurers of Merry England" have risen to meet the occasion.

The accompanying cut shows the new Hudson's Bay Co. retail establishment at Edmonton. The fifty thousand feet of floor space which once sufficed for the business of the company, has been increased to 130,000 square feet. This gives ample accommodation to all departments of which the grocery is not the least important. The estimated cost is $350,000. This expenditure has, in the opinion of the company, secured everything required in a departmental store, while in addition to the ordinary conveniences of lunch rooms, reading rooms and rest rooms even massage, manicuring and hairdressing parlors are to be found. The work which has been carried out during the past year, includes the erection of a five storey warehouse, a considerable extension to the floor space six storeys in height and the addition of a fourth floor on the main building. These additions and a practical re-arrangement of the whole interior form a part of the program completed the past year.

Stained Glass Windows.

The finishing and fixtures throughout are of handsome oak, while a most unique and beautiful touch is furnished by a series of colored, stained glass win-



Letter of a Merchant to his Clerk

*By Henry Johnson, Jr.

This article is one every merchant and clerk should read—the merchant because it will help him analyze the work of his clerks, and the clerk because it will help him in studying himself.—The Editor.

My Dear Charlie:—It may seem odd that I write to you when you are beside me daily in the store and I might talk to you, apparently, more effectually. But I find that when I talk I get only part way through because we get side-tracked on various questions. So I am going to write in the hope that I can present to you your failings so fully and comprehensively that the ground may be profitably covered. To indicate the great importance of your correcting these failings, let me sketch the advantages you enjoy.

You are 36 years old; married; have four fine children. You are in full vigor of manhood. Your apprenticeship was had in Scotland, that land of finished grocers. Hence, you know the business thoroughly. You know groceries from "A to Izzard." You are fully informed on the technic of the trade. In short, you are a tradesman. Again: You are a natural retail salesman; know how to present goods to customers; like to sell good things; understand a lot about human nature; have a good understanding of values. Finally, you have artistic instincts to which you have added knowledge of groceries, so that you can display them and you enjoy making displays, both in the store and windows. All of which it is very valuable.

But you fail so badly to make the best of your opportunities that I often feel you are not going to make a permanent success. It is with the sincere idea of aiding you to finally correct your shortcomings that I write you this letter.

Fundamental Weaknesses.

I have talked with you about many of your failings. You have treated them rather lightly; called them "weaknesses;" said that you could correct them easily. I have warned you against thinking correction too easy. Late occurrences have demonstrated to me that I am right in feeling that you do not properly appreciate the immense seriousness of such "weaknesses."

Failings are none the less serious, none the less hazardous risks for your future, because you call them "weaknesses."

Your worst, most serious failing is your habit of tippling—taking a drop occasionally, thinking, evidently, that there is nothing very serious about that; that it is in the way of "good fellowship." Makes me think of a talk I had once with a young man relative to "dry towns." He said they were dead, undesirable places because "there was no place for a man to go evenings." I asked him where wives and children went in wet towns. For I have noticed that in the dry town the husband takes his wife and family to the nickel show quite frequently; and there, for the price of a single round of drinks, entertains them all happily for such period as serves to pass a moderate portion of the evening, so that they can get home in ample time for sufficient rest. These shows may not be very high-class; but they are better than any saloon ever was—take that from me! And what fun there is in them, whatsoever of instruction or simple relaxation they furnish, is enjoyed in wholesome fashion by the entire family—not selfishly, disgustingly, by you alone! Mark that.

Unpolished Work.

I use that expression for want of a better one. It is directly traceable to your excuses of your own shortcomings as above stated, as "weaknesses." I find that you like to use new goods in making displays; that you like to open packages, like candied ginger, and table raisins, and Camembert cheese, and other delicacies. If you are checked in this, you pass it off easily, as though it were nothing, with the remark that "Oh, we can sell all that easily enough!" But I notice that when the display comes to pieces again, these things are not cared for, nor sold, and needless waste often results. And here you must remember that "the profit is in the last package—not the FIRST!"

I notice, too, and have talked with you about it, that when goods are taken out of a window, they are not put away where they belong, but are piled up almost any old way. The theory seems to be that somebody else can follow and do that kind of thing—that you are "too busy." Once you pulled out about a gross of soups which you piled up on the counter shelf in front of where they belonged and said to me that it would take all evening to put them away, hence they must wait until another time. I knew better. I knew that there would be call for the goods in the morning and that confusion would waste much more time than would be required to set them right at once. I said nothing, but did the work myself without argument. My hope was that my example would lead you to see the point, for it seemed to me that you would reason that surely my time was as valuable as yours—to put it mildly. But you did not see. You do the same thing yet.

Hence, order you make in the windows, with new and admittedly more interesting displays, is offset and largely nullified by disorder you leave behind you in the store for customers to see.

Abuse of Facilities.

We handle many delicacies, such as fancy sausages, soft cheese, etc. You know those things should be carefully stored as cold as possible. You have at hand the most modern refrigerators with temperature at 38 to 44, designed, bought and installed for precisely such uses. Yet, on last Saturday night you dressed all windows except the most prominent one. In that you left a lot of just such perishable goods, in the disorder of the end of the day, exposed to too high a temperature, covered with an unsightly sheet of paper. This was to remain in full view of all passers during Sunday—the day when your displays are to make the most favorable impression!

In like manner, you swept the debris from the windows you did dress into an unsightly pile only partly out of view from the front doors and windows.

You are much taken with anything NEW in the way of fixtures or appliances. To hear you tell it, you are going to make extra profitable use of all such things. Lately we got in a new glass shelf. With it came two extra nickeled standards. These you left on the edge

of a counter-shelf where they may be swept off by anyone and marred and damaged more than years of proper use should damage them. I called your attention to this and told you to place them on the top of a shelf where they would be safe. You did not do it. Why? Probably because I did not stop you short and insist that you DO IT NOW. I did not so insist because you have felt hurt when I have done this. Yet I—not you—had to keep this on my mind and see that another did it before damage was done. Why should you not have done this or seen that another did it?

These are examples of your unfinish—your unreadiness—your want of completeness—your lack of ability to see a thing CLEAR THROUGH TO THE END—which ability always marks the thoroughly EFFICIENT workman.

Untidiness.

Of a part of all this is your constant, careless untidiness. You fix things—you dress things—you display things. You fail to KEEP things in order. After you have dressed up one counter in attractive shape, I find rags, bowls of dirty water, bits of paper, broken boxes and debris generally littering another counter just as prominently in the public view. When I have called your attention to this you have said that "the little girl about the store" should attend to this. Very well: Get her to do that. Do not leave it to me to see to!

Two Plus Two.

You recognize—in theory—that two plus two make four; but in practice you ignore that fact. You know that certain sausages when sliced and exposed to the air lose color, curl up and almost immediately become unsightly and repulsive to trade. You know that every sale of such goods loses us a customer. These things you know. Yet you fail to act on this conceded fact. You continually try to beat the game—to put one over on nature and natural laws. The result is that in this you continually spoil sales and injure our trade—and you continue to do it in spite of repeated experience of its failure to work. Why? Because of fundamental carelessness; which is simply INEXCUSABLE.

Tardiness.

Of a similar character is your continual tardiness. Not a day passes that you are not late at one time or another—generally ALL THE TIME. You come ten minutes late in the morning. You almost invariably arrive from ten to twenty minutes late after meals. This, too, in spite of the promptness, the conscientious observance of accurate hours. the willingness to cut short the meal times on the part of all those around you. This we have covered so frequently that I am at a loss how to impress upon you the fact that it simply will not work and cannot be tolerated.

Up to You.

NOT A POINT has been made in this letter that is not within your own control. Yet I fear that you will drop back into the rut just about as soon as you have read this letter. Some day it will become a matter that is past endurance and, in spite of your good points, in spite of my desire to keep you, in spite of the fact that I give you every opportunity to make good, you will fail so miserably, so completely that another will have to take your place.

And the tragedy of it will be that the other will have, probably, not half your general ability, but will have instead a well developed sense of responsibility and consequent steadiness.

To put it colloquially. I shall know where I can put my hand on him at any time.

When that time comes—as I sincerely hope it may not—you will feel that I "have it in for you." As a matter of fact, it will be YOU who have a grudge against YOURSELF and who stand in your own light.

Can this end not be avoided?

TRANSFORMATION ON CANADA'S PRAIRIE.

(Continued from page 26.)

dows in the north wall depicting the exterior of old Fort Edmonton, Fort Garry, Winnipeg, and the interior of old Fort Garry as seen in the early days of the last century, when picturesque bartering over the counter was the rule.

To Feature Window Dressing.

Following their usual policy, the company will make a specialty more than ever of artistic window-dressing, and through the magnificent windows will give the public an attractive glimpse of the goods inside. The interior arrangements will be as follows:—On the main floor, men's furnishings, boots and shoes, dress goods, linens, drugs, stationery,the ribbon and notion counters and a corner devoted to the soda water fountains and sweets. There will also be that great convenience, a Dark Room arranged to show the effect on colors of artificial light; also the express and postal departments, and the transfer and adjustment bureau.

Groceries on Third Floor.

The third floor will be equipped to satisfy household wants. Here groceries and provisions, fruits and vegetables of the best grade will be arranged in tempting display, no attempts being spared to catch the eye of the customer and to satisfy his desires. China, glassware, furnishings, draperies and curtains and a well appointed library will also be found here. On the fourth floor are contained all those extra accommodations which make shopping a favorite pastime for the gentler sex. Dining rooms, check rooms, rest rooms are to be found there. A cafeteria further adds to the arrangements. The refrigerator plant, costing $18,000, is conceded to be one of the best equipped in the West.

The fifth floor will be given over to bedding, stoves and sewing machines, while the sixth is sacred for the use of the executive and employees. One commendable feature of the whole establishment is the attention paid to the health and comfort of the employees in the way of ventilation, stools for the sales girls at their counters and rest rooms for their sole use. On the very top will be a roof garden giving a splendid view over the metropolis of the north.

MET PROMINENT U.S. GROCERS.

W. C. Miller, Toronto, secretary of the Ontario Retail Grocers' Association, was in Chicago last week for a couple of days, arriving home Saturday morning. By a coincidence, there was being held in Chicago an important meeting of the executive of the National Association of Retail Grocers of the United States, with representatives from many of the States present. Those who know Mr. Miller, know that wherever "two or three" grocers are gathered together he will be found there too, if he is within 10 miles or so of the place. He met Jno. A. Green, the National secretary, Frank C. Connolly, of San Francisco, a vice-president and secretary of the California R.G.A., Sol. Westerfield, the big Chicago Association man, Jno. W. Lux, of St. Paul and several of the other United States celebrities in the grocery trade.

Mr. Miller was asked to give them a talk at one of the conferences and he outlined the organization work in Ontario, giving some of the legislative changes the Ontario body is seeking. The United States dealers, he says, have a strong organization system and are accomplishing good work. He, with any of the members of the Ontario R.G.A., is invited to attend the next national Convention.

Several grocery stores in Chicago were visited during the short trip, and he also had the distinction of shaking hands with the Hon. Wm. Jennings Bryan, Secretary of State of the United States, and of hearing him give an address. Mr. Miller intimates the the sobriquet of "The Peerless One" seems to have been well chosen, from a speech-making standpoint at least.

The Books That a Merchant Needs

In Order to Operate a Retail Store Efficiently the Merchant Must Know Every Detail of His Business—He Must Have a Close Check on All Matters of Detail—The Links in the Efficient Business Chain.

By William Cambell.

The accompanying article is the first of a series that William Cambell has prepared. Mr. Combell is a cost accountant whose daily work is to study the problems of expense and maintenance in one or those enormous retail stores which grow up in all large cities. He has put in the better part of his life-time studying the problems of retail costs, and the benefit of his experience will be given to the readers of this paper in the course of the series that he is preparing.—Editor.

WHY is it, that a man who has been a good Salesman, or a good Traveller, so often fails to make the success he expects, when he starts in business on his own account. In nine cases out of ten it is because he neglects to make his business efficient in the full sense of the word, and it is only those who realize all this, that make successful business men. How many men keep a record of every purchase and sale, and can tell exactly how much they were per day, per week or per month, and for the same period how much their Gross Profit was, their Expenses, and what their Net Profit was? Also, how many know how much stock they are carrying, and how many times they are turning it over in the year? Those who do this, will also be careful to compare the actual gross profits made on their turnover, as shown by the books, compared with what they expected it to be. Very often the result will prove a rude awakening.

The chief trouble is that when a man starts in business he has often so many different things to do, that he fails to do the main thing, viz., Make Money.

The Manager of one of Toronto's largest Banking Institutions, told the writer that in most cases it was because of bad bookkeeping, that firms got into difficulties. What is the reason of this slackness? It is because merchants fail to fully understand what it is costing them not to keep a proper Accounting System, that will give all essential particulars at a glance. If the books kept don't tell this, they are lacking in what is necessary for the success of a business.

The writer well remembers a case of this kind, when he was called in by a storekeeper to prepare a balance sheet and trading account for a partner, whom he wished to secure. The books that he had kept himself were a hopeless jungle of figures, but in handing them to me, he said: "I have been going over them, and don't seem able to get the particulars, but of course it will be easy for you." The books were in a chaotic condition. I don't know that I ever remember a more difficult task than that which confronted me in them. It was only after a long and arduous struggle that I was able to find approximately where he stood. It was a wonder that he had ever managed to keep his business running.

I would strongly advise that an experienced bookkeeper or accountant should always be called in to prepare a suitable set of books, but for the benefit of those who wish to keep their own accounts, I will give a description of the books needed in order that full details of a business can be ascertained at any time.

The Books Needed.

First.—Purchase Journal, 2 columns. In this you enter all invoices as you receive them, putting the name and total, in first column if merchandise, or in second column if expense. By adding this book up every week, you will get the total of your purchases. Insist on having an invoice or voucher for everything bought, file these away first on an unpaid file, then when paid transfer to a paid file, first marking on invoice date when paid. Your unpaid file should represent what you owe.

Second.—Sales Record. Enter up here the daily record of your sales. Where the cash sales consist of very small items the total of these entered at end of day is sufficient, but when the cash sale is of any size a separate record should be entered. In fact, a duplicate slip should be made for every sale. The importance of this is recognized by all large stores. The goods sold on credit will be entered in Day Book and the total of this ascertained every day or week.

Third.—Cash Book. This should give an account of all incoming and outgoing Cash. There should be several columns, according to the requirements of the business, viz., Accounts Receivable, Cash Sales, To Bank, From Bank, Accounts Payable, Expenses, etc.

Fourth.—Ledger. Open up accounts in this of the Total of your weekly sales, purchases and expenses, as well as all other accounts. At the end of six months when you take stock, you will then be able to ascertain the amount of your Total Sales, Total Purchases, Stock on Hand, from which you get your gross profits by adding together your sales and present stock and deducting from them the amount of your previous stock (if any) and the amount of your purchases. From this you deduct all your expenses, and the balance left is your net profit. If you have added one-third to your cost for your profit, your gross profit on turnover should come out at 25%, but as there will be cuts and losses on some goods sold, it would probably come out at 22%, and if your expenses were 17%, it would leave you 5% Nett Profit on your turnover.

If, when you take stock you find that your profit is not what you expect, it would be wise to call in a Business Expert to go over things. If this article has the effect of making you keep a full record of your business, and take stock every six months, it will probably be the means of saving you a lot of money.

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ONE ZONE OR TWO.

If the post-office department at Ottawa includes all or any province of the Dominion in a zone under the new Parcel Post regulations, there will be "war" in the camp. Retailers will never stand for this, particularly since Postmaster-General Pelletier, when he announced the measure, stated plainly that the first zone from any post-office would include only the territory within a radius of 20 miles of that office.

The action of the London Board of Trade brings up this comment. This body held a meeting recently to discuss the matter. It was the general impression that only one zone would be created for Ontario. This, it was contended, would give the whip hand of the Western Ontario retail business to the big Toronto mail-order houses, whose mail-order methods would readily conform to the new system. A protest was registered at Ottawa and, so the daily press state, the reply was wired by Deputy Postmaster-General, R. M. Coulter, to the effect that "one zone for the province has been decided upon, and will remain unchanged."

If we are to take this as literally true, then what about the 20-mile zone we were promised by the Postmaster-General himself? No doubt if Mr. Coulter had his way, there would be but one zone for the whole of Canada, a flat-rate system throughout, and a C.O.D. tacked on to that again. But if Parcel Post should finally descend upon us without the 20-mile zone, then retailers and boards of trade all over the country should "make it hot" for the party responsible.

BULLETIN ON MEAT EXTRACTS.

From the laboratory of the Inland Revenue Department, Ottawa, comes a bulletin dealing with meat extracts, eighty samples of which have been recently analyzed.

By an order-in-council dated October 1910, the standard for meat-extracts was defined as follows:—

"Meat extract is the product obtained by extracting fresh meat with water and concentrating the liquid portion by evaporation after the removal of fat, and contains not less than 95 per cent. of solids of which not over twenty-seven per cent. is ash; and not over twelve per cent. sodium chloride; not over six-tenths per cent. fat, and not less than eight per cent. nitrogen. Fluid meat extract is identical with meat extract except that it is concentrated to a lower degree and contains not more than seventy-five and not less than fifty per cent. of total solids."

The most important part of the standards is the content of nitrogen. Nitrogen is required to constitute at least 8 per cent. of the total matter of the extract. This requirement is met by all but four of the samples reported. Two of these are not sold as Meat Extracts, but as Concentrates of Meat and Vegetables. One is slightly lower than standard requirements, and another is distinctly below the standard.

Many of the samples which meet requirements as to total nitrogen fall short of the standard for Meat Extracts in "meat bases"—a part of the nitrogen.

In his report Chief Analyst A. McGill adds:—"It will be noted that most of these brands are manufactured with intelligence and care, as shown by their mean composition and by the uniformity obtaining among the samples analyzed."

THE SAFETY OF CANNED GOODS.

For a long time we used to hear of case after case of sickness attributed to ptomaine poison. The good doctor saw the patient, asked him if he had been eating anything from a can, and if the affirmative answer was forthcoming, no matter how far back the consumption took place, he became wise in his day and made the decision then and there.

But times have changed. It is now a rare bit of news to find anyone who has become ill or who has died from eating food from cans. One of the chief reasons is that the medical men have been raked over the coals so often for wrongfully setting down the cause of illness to canned goods. They were exposed by those interested following up the various cases reported in the daily press to determine their truth or otherwise. The usual result was that the patient had not been eating canned goods, sometimes for days prior to the illness.

R. T. Mohan, a Canadian chemist, who has given much time to the diagnosis of foods, says that there is little ground for fear in eating these foods and he very properly urges physicians and others to avoid creating harmful alarm.

Canners' laboratories in Germany, the United States and Canada, investigate all reports of poisoning from canned food, and in practically every case find the charge unfounded.

A ptomaine is a putrefactive alkaloid, a product of decomposition. There are many kinds, but few really poisonous, the poisonous ptomaines being formed by disease organisms, some yeasts and molds, and a few other putrefactive organisms.

As no packer would think of packing putrefactive products, the only possibility of ptomaines arises where a can has leaked or swelled. The only proved case of poisoning known to Mr. Mohan of the hundreds reported was where there was a pin-hole leak, and the contents, clearly abnormal, should not have been eaten.

The retail grocer can, without hesitancy, recommend canned products of any reliable manufacturer to his customers. They represent fruits, fish and vegetables canned in their freshest state with every care exercised in their selection—and they are good, wholesome foods as well.

WILL PARCEL POST PAY?

Is the United States parcel post system going to be a failure from a cost of operation standpoint? That is what close students of it fear at the present time. Congress has recently been asked for an emergency contribution of a million dollars to keep it above water until June 30, the end of the fiscal year.

What then has become of all the early predictions that parcel post would pay for itself? An article in another page of this issue goes into the question more fully and shows that the deficit for the first year is sure to reach large proportions. The railways have still to be reckoned with, as they have ever since the inauguration of the system been carrying mail at the old contract rates.

Canada will soon have her own system. It has been brought about by the persistent agitation on the part of mail order houses through the large metropolitan daily papers. Are we to be faced with deficits also? Will our postal heads have to call for emergency contributions from time to time to help them out? If so, what measure of success are we to expect from the new system? Time will tell.

Many yet maintain that Canada is not a country which can successfully operate a parcel post system. This paper has frequently urged the agitators and officials to go slowly. We were promised the new project on January 1 last, and the delay is no doubt caused by the incomplete financing arrangements. That it will be expensive, nobody will deny. But if it should show deficits, a great many people in this country will strenuously object to emergency appropriations that will assist mail order houses who will no doubt do more to obstruct the mails and raise the operating expenses, than any other class of people.

In the meantime those city and country town dealers who have been preparing for the coming of the new system, should go ahead with their plans.

EDITORIAL NOTES.

Frozen-up display window during the recent cold snap indicate severely that a revival is needed in the reconstruction of them.

* * *

Our prediction in last week's issue that cold weather should soon be with us was realized with a vengeance last Tuesday. Now is the time to push those cold weather lines.

* * *

An embargo is being placed on the innocent Canadian potato by the big authorities at Washington, D.C. But surely our potato has eyes enough to see that it is being discriminated against unfairly.

Will Benefit Western Grocers

For the past few years, we have heard considerable talk about the drift of people from the land to the city. Not only has this been the case with the farmer's son who either did not find life sufficiently congenial on the land or who was attracted by the brilliancy of the city, but with Old Country immigrants who, when they left home, came among us with the intent of working on farms. This has really been one of the causes of the recent financial stringency and one of the direct causes of so many unemployed to-day.

That in the adjustment of things, the retail grocer in at least the small Western Canadian towns will benefit, is a claim we desire here to put forward. This flocking to the cities is the cause of much unemployment there. This Spring we may expect to see many of this roving population of unemployed go back to farms. There will undoubtedly be more labor for the use of the farmer and more people working land for themselves in the West.

This increase in the rural population will mean more prosperous and better villages and towns dotting the prairies. That the merchant will benefit from this is plain. Farms will be worked better and will produce more; or they will be divided into smaller farms when the production will necessarily increase. All of this will mean more business for the retailer. He is bound to profit. It also means the opening up of more towns in Western Canada and more opportunities for retail merchants.

The old adage about the ill wind that blows nobody good is applicable here. We believe we can see in this unemployment scare in the big cities a big boost for the grocer. It may take us weeks and months and probably a year or two, to pass through the adjustment stages, but it is safe to assume that a back-to-the-land policy will begin in a more or less rapid degree just as soon as the weather permits and encourages it. The change will be a benefit of the country as a whole, because it will increase production. This always tends to a lower living-cost and it will mean a wealthier and happier nation. There's a good time coming, boys, alright.

AN EGG THAT DIDN'T HATCH.

In one of the January issues of the Canadian Grocer of last year, the folowing editorial appeared: —

PROTECTION FROM DELINQUENTS.

"The retail trade will receive with a hearty welcome the news given out at Ottawa that Hon. C. J. Doherty, Minister of Justice, will introduce during the session a number of amendments to the Criminal Code, most important of which will be a clause to protect the interests of retailers from delinquent debtors. No direct inkling is given of the nature of this new regulation, but it is understood it will be designed to prevent the flagrant disregard of just debts, by the imposition of stringent penalties."

It has occurred to us that this legislation did not hatch out last session. Was it because the Naval Bill occupied too much time or have interests opposed to the retailers gaining any protection from delinquents, been too busy? Brother Doherty might please explain.

Old Country Secretary Favors the Big Conference

J. Arthur Giles Points Out That it Would Not Be the First, and Refers to Results From the One in Paris in 1900—Establishment of Personal Touch Between Different Organizations.

By J. Arthur Giles.

Some time ago the Canadian Grocer wrote J. Arthur Giles, London, Eng., Secretary of the Federation of Grocers' Associations of the United Kingdom for his opinion on the proposal to hold an International Conference of retail grocers in San Francisco in 1915. He was also asked how this conference could be made of practical value to grocers of the different countries who attended. His reply appears on this page.

It will be remembered that Mr. Giles on his way to St. Louis, Mo., last May to attend the convention of the National Association of Retail Grocers of the United States, visited both Montreal and Toronto, where he met Canadian Association officials and talked over conditions in this country. He has studied grocery association work for many years so that what he says here is worth serious consideration.

YOU are quite right that John A. Green, of Cleveland, O., and I have discussed together the proposal for an International Congress of Grocers at San Francisco in 1915. We talked this over as far back as the time when I was at the St. Louis Convention in May last, but so far as England is concerned, the matter has remained somewhat in abeyance pending the decision of the British Government as to whether Great Britain would be represented at the San Francisco Exhibition. If the decision of the British Government is favorable, then I think it extremely probable that Great Britain will take part in promoting such an International Conference of Grocers. Indeed, it has been informally talked over amongst some of the leading members of this Federation already.

Would be Second in History.

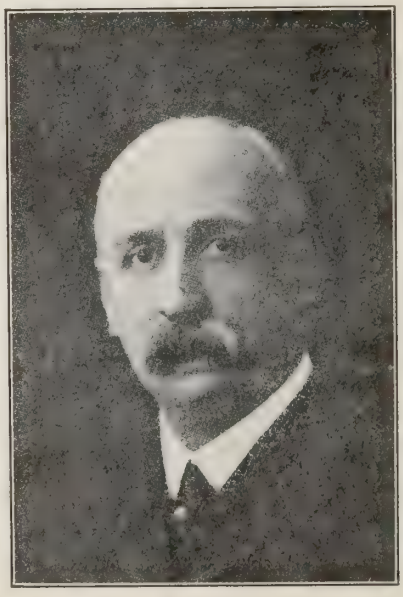
The question you ask is a very proper one and I may put it shortly as follows—What would be the practical use of such a conference?

The first answer is that it would be the second of its kind that has been held, the first having been held at the International Exhibition in Paris in 1900, when he had the privilege of meeting such men as the late Finley Acker and several other prominent grocers from the United States. We also had a number of grocers from Switzerland, one or two from Russia and Sweden, sixty or seventy from England and some from other countries.

At that conference we discussed many questions of mutual international interest, but what perhaps was even more effective was the establishment through that conference of personal touch between various Grocers' organizations in different countries. From that, there has extended, by correspondence through this office, communications with Grocers' Associations in Australasia, Denmark, Sweden, South Africa, Switzerland, Belgium, France and some scattered individual grocers in different countries.

Looks for Development.

By this correspondence bureau, we have been able, on many occasions to be of service to retail grocers desiring to obtain information or make enquiries. These are, of course, but small beginnings of what we feel confident will some day develop into a very considerable and important international movement. We find nearly every profession and a great many trades and industries, and certainly political movements are the subject of international communication and conference. It is not unreasonable, therefore, to imagine that good will come to the retail grocery trade through such international communications.



J. ARTHUR GILES, London, Eng., Who thinks an International Conference of grocers would be of practical benefit to the various associations.

Another idea in bringing forward the proposal for a conference at San Francisco is that without doubt there will be many grocers from all parts of the world visiting that Exhibition, and should such a conference be decided upon at a reasonable date, it would then be possible through the United States Consuls, to announce that conference in every country of the world, so that grocers who are contemplating visiting San Francisco might know of the date of the proposed conference and time their visit accordingly.

Cost Would Not Stop Some.

It is, of course, a costly journey for grocers from the United Kingdom as it would be for grocers from Canada, but happily there are, in the grocery trade, men who not only could afford such expenses, but would willingly spend their money, on account of the educational advantages they derive from such a visit. I do not know that I can say more on what is, at the moment, a somewhat undefined proposal, but it is certainly one which will be very seriously and carefully considered both in the United States and the United Kingdom in the very near future.

CALENDARS FOR 1914

The calendar for 1914 of Dominion Canners, Hamilton, Ont., is an extraordinary one, and stands in a place by itself for its unique characteristics. Almost every fruit and vegetable of the garden and field is shown, but in such a manner that the whole represents the face and body of a woman. The hat, for instance, is made of tomatoes; the forehead and nose are pears; the cheeks are peaches; the mouth, cherries; the neck decorations are berries and green peas in the pod; the arms, cobs of corn; the hands, string beans; the body a pumpkin, etc. This is certainly one of the most out-of-the-ordinary calendars that has come to our attention in a long time.

D. W. Clark, Avenue Road, Toronto, has added a new section of patented pivoted bins to his store.

Where Grocers Have $60,000 Turnover in Fish

Flourishing Business in Montreal—In Three Lines 5,000,000 lbs. Are Consumed—Public Eager for Moderate-Priced Food—Keeping it from the Dust—Good Selling Ideas.

Montreal, Jan. 15.—(Special.)—There is a splendid chance for the grocer at the present time to make great headway with his fish market. The price of fresh meat only has to be mentioned to bear out this fact. People in all parts of the Dominion to-day are complaining of the high cost of living, and if there is no way in which the price of fresh meat can be reduced, then for many there will be only one thing left to do, and that is to find a substitute, which can be bought at a reasonable figure. What better substitute could be made for meat than fish?

No Shortage of Fish.

Where there is a shortage of anything there is always bound to be high prices. The supplies of fish already on hand and those available will be more than sufficient to fill the demand. It will take a long time to fish out our Canadian waters, and we are, therefore, in a position to meet any increased demand. If the grocer who is handling fish goes about it in the right way and shows his customers, as well as the transient trade, where they can save money by taking up a fish diet, he is bound to secure a big increase in his present fish sales, as a host of people to-day are looking for a way to make a dollar go as far as possible.

BIG FISH SCORES.

Sales of haddock, halibut and salmon alone in Montreal during 1913 *exceeded* 5,000,000 *lbs.*

Some Montreal grocers have a turnover in their fish department of $50,000 *to* $60,000 *a year.*

Sold 5,000,000 Lbs. of One Fish.

Take the city of Montreal for example. This city is one of the largest fish centres in the Dominion, and, therefore, the figures quoted will be about as high, if not higher, than those from other sections of the country. One of the biggest dealers of the local wholesale trade stated that during the year 1913 the amount of haddock, halibut and salmon which passed through wholesalers' hands to the retail trade in that city was approximately 5,000,000 pounds. Apart from these figures, we must also remember that, though the three lines just mentioned are headlines, there is also a great deal of business in lake fish, the chief lines being doree and pike, river fish with bull heads, and perch in the lead, while a very heavy demand is always found in the spring of the year for carp, which seems a great favorite with the Jews. Then we must also take into consideration the salt fish, the headliners being green cod—in fact, codfish in all its shapes and forms—herring, salmon and trout. During the winter months finnan haddies, kippered herring and bloaters receive a good deal of attention, as do smelts. Oysters, of course, do not need to be mentioned, as the demand for shell and bulk is known to everyone. Lobsters, clams, mussels, scallops and so forth are never overlooked, and always receive a good portion of the demand.

Turnover of $50,000 in Fish.

There are grocers in Montreal to-day who operate their fish market on a large scale, and their turnover for a year is estimated by them at from $50,000 to $60,000. Of course, the majority of grocers to-day who operate a fish market do not go into it to such an extent, and their turnover, of course, would be much smaller. The firms referred to are the leading dealers of this city, which, as stated before, is one of the best fish centres in Canada.

Not Difficult to Keep in Shape.

In handling fish it is not necessary to give them a great deal of attention in order to keep them in shape. Fresh fish are kept in cold storage at all times, and, although the fish is practically frozen in order to keep it in shape, the retailer only needs to keep it on ice during the short period it is in his possession. It is much better to order "little and often" than to order in any quantity, as fish is always sure to be fresh then, owing to the up-to-date facilities in the wholesale houses, practically all of whom have cold storage plants.

Must Keep Dust Away.

Quite frequently it has been noticed that grocers handling frozen fish have placed them outside their store, in boxes, on a temporary stand, in order to display them. The dust from the street will naturally accumulate on these fish, and to the particular buyer this has a very bad effect, and some cases have been known where people at once made up their minds that if the merchant was not particular about his fish, he would not be particular about his other stock. A very easy and inexpensive way to overcome such cases is by simply placing a sheet of glass over the box containing the fish. This will not interfere with the display, and will protect the fish from dust, etc., and at the same time make a good impression on the prospective buyer. Too much care cannot be taken in such cases, as the public demand this to-day.

Oysters for Two.

A window display of Malpeque oysters is being shown at present by the firm of Fraser, Viger, Ltd., of this city, at their St. James Street store. The oysters are put up in small peach or tomato baskets, the quantity being just enough for two people, and the price quoted for one of these baskets is 25 cents. The price card is right in the centre of the display.

OYSTERS FOR TWO.

A grocery firm in Montreal is putting up oysters in small peach or tomato baskets, just enough for two, and charging 25 *cents each. The display is attractive and the demand has been excellent.*

This is bound to create a demand from passers-by, as it is very attractive, and the price is within reach of any man's purse.

This is only one instance of methods which could be adopted by grocers who are handling fish, and if they are desirous of pushing one particular line, ideas of this kind could be adopted, and are almost certain to bring forth results.

Another display which was made by the same firm recently was several trays of different kinds of seasonable fish, and in each case the name and price was shown conspicuously on a large price card.

SCORE ONE FOR SUGAR.

Dr. Enriquez, Paris, France, claims that the injection of sugar into the veins of patients apparently dying from heart failure and exhaustion from various diseases not only restores the heart action, but produces a remarkable improvement in the general condition.

Current News of the Week

Quebec and Maritime Provinces.

H. Bliss Murphy, of Murphy & Demont, grocers, Windsor, N.S., died recently.

Chas. W. Gregory, late of Sugars & Canners, Limited, Montreal, has joined the sales force of W. Clark, Limited, of same city.

The housewives of Montreal are now determined to fight the high cost of living and held a meeting this week with Mrs. Heath, of the new American Housewives' league, New York, in the chair.

Carl A. Carleson, Swedish Steel Importing Co., Montreal, has returned from Falun, Sweden, after considerable absence. The firm are now sole U.SA. and Canadian distributors of the products of the United Match Factories, of Sweden.

Laporte, Martin, Limited, Montreal, at a special meeting set aside a generous sum of money to assist their two hockey teams to procure an efficient equipment and thorough training during the season when they will meet the sevens of other houses in Montreal. This is a move which the employees appreciate.

The Retail Merchants' Association of Quebec Province adopted a resolution at their recent meeting urging the Dominion Government to make a decision soon concerning the Georgian Bay Canal and to hasten its construction. It was put forward that this canal would be a benefit to not only Montreal, but all of Canada. It would mean quicker transportation of Western products, a reduction of the Maritime insurance rates, and the production of considerable hydraulic power.

"The West India League," says E. P. Mousir, of Montreal, the secretary, "has received during the last few days no less than twenty-seven enquiries from manufacturers in Montreal and the vicinity alone. This is particularly satisfactory, as previously they have seemed somewhat apathetic; but now there is every indication that the manufacturers in Montreal are determined to get a big share of the West Indian business."

Ontario.

J. B. Betzner, of Betzner & Co., grocers, Berlin, Ont., is dead.

H. C. Pilley has succeeded Sherwood & Pilley, grocers, North Bay, Ont.

I. E. Richardson, grocer, Ottawa, Ont., has been succeeded by J. McMahon.

W. C. McMann has begun a grocery business at 104 Major St. ,Toronto.

Thos. Postans, general merchant, Ancaster, Ont., has sold out to Regan & Eggleston.

Mr. Manchee, of H. W. Nelson & Co., Toronto, left this week on a trip through Western Canada.

"Billie" Kindree has been appointed city sales agent for Toronto for Eby, Blain, Limited.

Mr. Lind, of the Lind Brokerage Co., Toronto, sailed on January 7 for Britain and European points.

The retail merchants of Walkerville, Ont., will close their stores on Saturday nights in future at 9 o'clock, also on nights before holidays.

The Dominion Milk Flour Co., Ltd., Listowel, Ont., has obtained a charter.

The Windsor Milling Co., Limited, of Windsor, Ont., has been granted a charter.

H. G. McIntyre, formerly with Corneille, David Co., and lately in grocery business in Winnipeg, in future will represent Eby Blain, Limited, in Northern Ontario.

All retail merchants in Parkdale (Toronto) are seeking public support in making 9 p.m. the universal closing time on all days except Saturdays and the nights before public holidays.

The Morrow Cereal Co., Toronto, are going to open offices in Montreal, in the Board of Trade Building. Mr. Epstein, formerly with the Canadian Cereal and Flour Mills Co., will be in charge.

The Toronto Retail Grocers' Association expect to hear the address of W. R. Drynan, of Hamilton, Ont., on canned goods some time after February 7. Mr. Drynan will be away during most of the intervening time.

In a series of "London Knights of the Grip" the London Free Press last week had a cut of J. Glennie Wilson, remarking that he was "a popular representative of A. M. Smith & Co., wholesale grocers. "Glennie" takes a deep interest in the Ontario Travelers' Association, and has done much to make the Mutual Benefit Association the success that it is."

Orliff Falkner, who carries on a grocery business in London, Ont., died very suddenly last Thursday. Mr. Falkner had not been feeling very well and went out for a walk and was found dead on the street near his home. His physician thinks he died from a hemorrhage. Mr. Falkner was only 22 years old and was a member of the Grocers' Association and gained the distinction of being the only grocer in the city to close his store every Wednesday afternon. The Retail Grocers' Association sent a floral offering.

Two London, Ont., grocers were summoned before the Police Magistrate for not complying with the early closing by-law. The two cases were suspended, the magistrate will give his decision later. One claimed she had a tobacco and cigar license, which gave her the privilege to keep open. The other said he had a confectionery store. It is claimed that one-third of the grocers can petition the council and have the by-law repealed. A great many of the grocers say they are pleased with the by-law.

W. C. Whitney, of the grocery firm of C. Whitney & Son, Prescott, Ont., passed suddenly away at his home last week, at the age of 31. The deceased had enjoyed good health up to the hour he was stricken, and his sudden demise was a great shock to the community. The funeral, held on Wednesday, January 7, under the auspices of Central Lodge, A. F. and A. M. No. 110, was the largest seen there in many years. The business, which is large, will be conducted as usual under the late name.

G. W. Prescott, Toronto representative of Hudon, Hebert & Cie, of Montreal, has been nominated as one of the representatives to the Canadian National Exhibition Board of the Toronto Board of Trade. His nominators included Hugh Blain, William Ince, Thos. Kinnear, T. J. Medland, A. H. Pafford, all wholesale grocers; Eric Armour, K.C., of the law firm of Bristol & Armour and J. K. McCutcheon, manager of the Home Life Insurance Co. Mr. Prescott has been associated with Hudon, Hebert & Cie as their Toronto representative for many years.

Western Canada.

The employees of the West End Grocery Co., Victoria, B.C., held the first of what they propose to be an annual dinner.

Thirteen merchants of Maple Creek, Sask., have decided to close their stores during January and February at 5 p.m. during the week and at 9 on Saturday evenings.

The fourth annual banquet of the Winnipeg staff of the Swift Canadian Co. was held last week. Over 75 salesmen and managers of the company were present.

Sugar Still Weak; California Raisins Firm

Weakness Reported in Some Raws — Fig Market Easier — Tea Reported to be Very Firm on European Markets—Nuts Continue Firm.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Eggs firmer.
Butter much the same, more coming in.
Greater export demand for cheese.
Hogs about the same.

FRUITS AND VEGETABLES—

General slackness in all lines.
Poor sale of grapefruit.

FISH AND OYSTERS—

Better business in all lines.
Halibut, haddock and salmon prominent.
Increased demand for frozen lines.

GENERAL MARKETS—

Sugar market still weak, with decline in some raws.
California dried fruits inclined to be easier, with exception of raisins.
Better call for beans due to cold snap.
Primary tea market holds firm.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—

Hams, backs and cooked meats ½ to 1c up.

Butter up 1c all around.
Eggs, new laid drop 2 to 3c; storage, selects, 2c.
Cheese up ¼c.
Poultry up 2 to 4c.

FISH AND OYSTERS—

Market easy, but tends to stiffen.
Lobsters decline 10c.
No change in oysters.

FRUITS AND VEGETABLES—

California oranges firm.
Marmalade oranges on market at $2.75 a case.
Potatoes drop another 5c.
Cabbage up 25c.
Onions advance considerably.

FLOUR AND CEREALS—

Market in flour quiet.
Rolled oats drop 5c a bag.
Cornmeal declines 5 to 10c.
Mill feeds firm.

GENERAL MARKETS—

Sugar shows no change.
Almonds and pecans show advance.
Tea is reported as very firm on European markets.

QUEBEC MARKETS.

Montreal, Jan. 14.—Cold weather of Monday and Tuesday put somewhat of a "crimp" in movement of groceries, but with more moderate temperature following, things are running along better.

SUGAR.—There is little change in the sugar market this week, with buying still on hand-to-mouth basis. Market still shows comparatively weak front. Barbadoes raw sugar declined 3/8c.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—Wholesalers seem willing to make concessions in the majority of California dried fruits, raisins excepted. These are held firm.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	....	0 09
Nectarines, choice	....	0 11
Peaches, choice	0 10½	0 13
Pears, choice	0 13	0 14
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10
Orange	....	0 11
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 07¼
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 pounds	....	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 11½	0 13
50 to 60, in 25-lb. boxes, faced	0 10½	0 11½
60 to 70, in 25-lb. boxes, faced	0 09	0 10½
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
95 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06¼	0 07½
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

DRIED VEGETABLES.—The cold weather is expected to speed up sales of beans, as they are considered a warm winter food, and prized highly by laborers.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

TEAS.—Market is still firm at primary sources, particularly on fine grades.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 27
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEES.—This market remains at ease. Speculations are many as to the Rio crop and the financial situation in Brazil, which is not of the best.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

SYRUPS AND MOLASSES.

Barbadoes Molasses— Prices for Island of Montreal.	Extra Fancy.	Fancy.	Choice.
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.86; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lbs. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple Sugar, pure, per lb.	0 10 0 11

NUTS.

Shelled walnuts, per lb.	0 35	0 37
Shelled almonds, 28 lb. boxes, per lb.	0 39	0 40
Finest filberts	0 13	0 13½
Pecan	....	0 20
Almonds	0 20	0 21½
Walnuts	0 19	0 20
Brazils	....	0 22½
Peanuts	....	0 13
Peanuts (G)	....	0 09

RICE AND TAPIOCA.

Rangoon Rice—	Per cwt.
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 20
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	**Per cwt.**
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	**Per lb.**
Bags, 224 lbs.	0 05½ 0 05¾
Half bags, 112 lbs.	0 05¼ 0 05¾
Quarter bags, 56 lbs.	0 05⅝ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

SPICES.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 00
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

HONEY.

	White Clover per lb.	Buckwheat per lb.
Honey—		
Barrels	0 12	0 09
Tins, 60 lbs.	0 12½	0 09½
Tins, 30 lbs.	0 12½	0 09½
Comb, 13-14 oz. section	0 20	0 15—0 16
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.

	Live.	Dressed.
Fresh stock—		
Broilers, per lb.	.....	0 25
Ducks, milk fed	0 16—0 18	0 20
Fowl	0 11—0 12	0 14—0 15
Geese	0 10—0 12	0 13—0 14
Turkeys, spring	0 15	0 20—0 22
Turkeys, old Tom	0 15—0 16	0 18

ONTARIO MARKETS.

Toronto, Jan. 14.—Business on the local market this week is quiet, but is gradually improving. It is believed that many retailers are moving out pre-holiday stock before taking anything more. While there has been no change as yet in local tea prices, the primary markets are reported as extremely firm, competition is keen, and, while there is all around buying, Russia seems to be making the biggest demand. Other lines are steady.

SUGAR.—There is no change in sugar this week. Heavy buying, reported last week, has ceased, and everybody seems to be playing a waiting game. No change in the outlook is reported, and no change in prices. All eyes are fixed on New York to watch what will happen there.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 16
25 lb. boxes	5 36
Cartons (20 to case)	0 35
Cartons (50 to case)	0 15
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—The market in dried fruits is reported as good and active for this time of year. The market for raisins shows no change, but the prices rule firm, no doubt owing to conditions of primary market. Figs are easy, but advances in dates reported in other places, have not taken place here.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 15½	0 16½
Choice, 25-lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10½	0 11½
Orange	0 11½	0 12
Citron	....	0 16½
Currants—		
Filiatras, per lb.	....	0 06½
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 06½	0 06½
Fards, choicest, 60-lb. boxes	0 06	0 06½
Package dates, per bag	0 07½	0 08½
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05½
Prunes—		
30-40s Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	....	0 12½
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25 lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¼
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 08½
25 lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06¼	0 07
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08½

COFFEE.—The market in coffee continues steady, without much change. Demand keeps up well, and the amount of business being done is fair. The primary markets are reported as being weak, as in last report. Prospects for business locally, however, are bright.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

NUTS.—Nuts continue to maintain stiff price, and the market keeps up well. The high prices, no doubt, keep amount of business being done down, but dealers have no complaints to make. Shelled almonds are a little firmer, selling at 48c in some cases, and shelled Pecans are up to 60 cents. Supplies at places of origin are very low.

	Per lb.	
In shell—		
Almonds, Tarragona, new	0 17	0 18
Brazils, medium	0 21	0 22
Brazils, large, washed	0 23	0 24
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 45	0 48
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 36	0 37

RICE AND TAPIOCA.

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05
Flake	....	0 09½

SPICES.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	.....	0 12—0 15
Cinnamon, whole	.....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	.....	0 25—0 35
Cloves, whole	.....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Curry powder	.....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	.....	0 22—0 25
Ginger, African, ground	.....	....—0 16
Mace	.....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	.....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	.....	....—0 50
Pastry spice	.....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	.....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	.....	0 25—0 28
Pickling spice	.....	....—0 15
Tumeric	.....	0 25—0 35

DRIED VEGETABLES.

Beans—	Per bushel.	
Canadian primes	1 75	2 00
Canadian, extra H. P.	2 00	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07½	0 08
Peas, Canadian, per bush.	2 00	2 25
Peas, green, imported, bus.	....	2 60

MANITOBA MARKETS.

Winnipeg, Jan. 14.—Normal conditions now prevail in the grocery trade. A great many concerns, both wholesale and retail, do their stocktaking at this time; others make March the month for inventories. Travellers are now back on the road, and sorting orders are coming in freely, and a good foundation for spring business is being laid.

Financially the West is in better shape than many anticipated. Collections in December were on the whole satisfactory, and are expected if anything to improve in January. There is still considerable grain in farmers' hands, but it is firmly held for better prices, and it is probable these hopes will be realized. At present farmers having pretty well cleaned up their debts, have a little money to spend.

In the towns, industrial conditions are not as good as they might be, and there are a good many unemployed.

There are no changes of much importance in prices. The markets are steady in all lines.

SUGARS.—The sugar market is undoubtedly weak. London futures for February and May raws are close to the spot prices; in fact, not above spot and storage. Cuba, Porto Rico and Java canes are all at low figures.

	Per cwt. in bbls.
Sugar, Eastern—	
Extra standard granulated	4 75
Extra ground or icing	5 30
Powdered	5 10
Lumps, hard	5 60
Montreal, yellow	4 30
Sugar, B.C.—	
Extra standard granulated	4 75
Yellow sugar, No. 1	4 30
Yellow sugar, No. 2	4 20
Yellow sugar, No. 3	4 10
Bar sugar	4 90
Icing sugar	5 10
Powdered sugar	4 90
H. P. lumps	5 60

Sugar packed in 100 lb. sacks 5c per 100 lbs. less.

SYRUPS AND MOLASSES. — The prolonged mild weather greatly weakened the price of corn in the United States, and there is little probability of the 80 cent corn predicted six weeks ago. Syrup and other corn products are steady, and not likely to advance unless there is a decided change in basic conditions.

Corn Syrups—		
Barrels, per 100 lbs.	....	4 25
Cases, 20-lb. tins, ¼ doz. in case	....	2 77
Cases, 10-lb. tins, ½ doz. in case	....	2 75
Cases, 5-lb. tins, ½ doz. in case	....	2 88
Cases, 2-lb. tins, 2 doz. in case	....	2 45
B. C. Cane Syrups—		
2 lb. tins, 2 doz to case, per cs	....	2 85
5 lb. tins, 1 doz. to case, per case	....	3 20
10 lb. tins, ½ doz. to case, per case	....	3 00

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.	
Barbadoes	0 45	0 50
New Orleans	0 33	0 36
Maple Syrups—	Per case.	
Imperial quarts, case 2 doz.	....	5 20
Imperial ½ gals., 1 doz.	....	4 75

DRIED FRUITS.—Hallowi dates are down to 7c per lb. (packages). Evaporated pears have advanced 7/8c per lb. All

other lines are steady. The California markets are firm. Local trade is fair, and there are some sorting orders coming in.

	Per lb.	
Apricots—		
Extra choice	....	0 18½
Choice	....	0 18
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 07¾
Washed	....	0 07¾
1 lb. package	....	0 08¾
2 lb. package	....	0 17¾
Dates, Hallowi, per lb.	....	0 07
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06¼
Half bags	....	0 05¼
Nectarines	....	0 11
Prunes, in 25-lb. boxes—		
90 to 100	....	0 08
80 to 90	....	0 08½
70 to 80	....	0 09
60 to 70	....	0 09¾
50 to 60	....	0 10½
40 to 50	....	0 12
Raisins, Valencias—		
Valencia selects ..28's		1 82
Valencia selects 14's		0 94
Valencia layers 28's		1 90
Valencia layers 14's		0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 12	0 14
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 07¾
3 crown, loose, 25s	....	0 08¼
Choice seeded, package	....	0 09
Extra fancy seeded, package	....	0 10

TEAS AND COFFEES.—In China blacks the market can only be considered as strong. Shanghai reports are that stocks are exhausted. Total shipments to United States and Canada, 3,000,000 lbs. are 35 per cent. of last year's. In greens much the same condition prevails. Coffee is unsettled, with a wide divergence of speculative opinion.

	Per lb.	
Coffee—		
Rio, No. 5, green	....	0 14
Rio, roasted	....	0 18
Santos, green	....	0 16
Santos, roasted	....	0 21
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 49
Japans, choice	0 35	0 45

BEANS.—Colder weather and more activity in the camp is putting some life into beans. Whole peas have dropped to $2.25 per bushel.

Beans—		
Austrian, hand picked	....	2 65
3 lb. picker	....	2 35
Peas—		
Split peas, sack, 96 lbs.	....	2 85
Whole peas, bushel	....	2 25
Barley—		
Pot, per sack 98 lbs.	....	3 45
Pearl, per sack 98 lbs.	....	4 75

NUTS.—Chestnuts are pretty well cleaned up for the season. They have become a popular line in the city. The market in all lines is firm.

	Per lb.	
In shell—		
Almonds, Tarragona	....	0 17
Filberts, Sicily	....	0 12¾
Peanuts, Jumbos, roasted	....	0 14
Peanuts, choice, roasted	....	0 11
Pecans	....	0 22
Walnuts, Grenoble	....	0 16
Walnuts, Marbot	....	0 13½
Shelled—		
Almonds	....	0 41
Walnuts	....	0 33
Chestnuts, per lb.	0 20	0 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Jan. 15.—Aside from movement in Ontario, patents flour market is generally dull. There are few changes in staples. Provisions are firm. There has been an advance of 25 cents in Ontario flour, with no change in Manitoba, and none expected. Canadian beans are firmer, and have advanced slightly. Cornmeal in bags is a little lower. Sugar is unchanged. Butter is firm, with tendency to advance. Eggs are scarce, and potatoes very shaky, because of American embargo. There are large quantities on hand, particularly in northern province, and prices are a little easier.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, American mess, per bbl.	....	29 00
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 29	0 31
Cheese, new, per lb.	0 15¼	0 15½
Eggs, in case, 35c; hennery	0 45	0 50
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 15¼	0 15½
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 75
Flour, Manitoba, per bbl.	....	6 25
Flour, Ontario, per bbl.	....	5 50
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	1 40	1 50
Sugar—		
Standard granulated	....	4 40
United Empire	4 30	4 40
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbados, fancy	0 34½	0 35
Currants, 1s, per lb.	0 08	0 08½
Raisins, California, seeded	0 09¾	0 10¼
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Yellow eye	3 50	3 55
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

SASKATCHEWAN MARKETS.

By Wire.

Regina, Jan. 15.—Prospects are bright for brisk trade, with weather conditions ideal. Fresh eggs are coming in well, and all poultry and dairy products are moving. Creamery butter is on the increase. Smoked meats are down in price. Travellers find business good, and are sending in optimistic reports. Collections are improving.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 21	0 22
Butter, creamery, per lb.	0 30	0 33
Cheese, per lb.	0 16	0 16¼
Eggs, per doz.	....	0 34
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, per case	....	8 35
Lard, 20's, each	....	2 70
Flour and Cereals—		
Cornmeal, 24s, 67¼c; 98s, $1.20-$1.25; 10-10s, $2.55-$2.75; 49s, $1.35; 98s	....	2 44
Flour, 24s, $2.85-$3; 49s, $2.80-$2.95; 98s	2 75	2 90
Rolled oats, 10-8s, $2.35-$2.36; 20s, 55-56c; 40s, 90c-$1.00; 80s	3 05	3 10
Dried Fruits—		
Apricots, choice	....	0 19
Coffee, whole, roasted, Rio	....	0 19
Currants, gulf cleaned	....	0 08¼
Figs, natural 6's	0 05	0 08
Evaporated apples, per lb.	....	0 09½
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09½
Prunes, 70-80, 25s	....	0 08¾
Raisins, muscatels, 50s	....	0 08¼
Raisins, muscatels, 25s	....	0 08½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	8 00
Lemons, California	....	10 00
Oranges, navel	3 00	3 75
Onions, Val.	4 00	4 75
Tomatoes, Cal., case	....	2 75
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts	....	0 14½
Walnuts	....	0 15½
General—		
Potatoes, per bushel	....	0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel	2 45	2 65
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	....	5 17
Sugar, yellow, per cwt.	....	4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.	....	3 82
Corn, standard, per 2 dozen	....	2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches	....	2 91
Strawberries and raspberries	....	4 20
Tomatoes, standard, per dozen	....	2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 60
Sockeye, ½s	....	9 80
Red springs, 1s	....	6 70
Cohoes, 1's, $5.50; hump back 1's	....	3 60



Following items are from Canadian Grocer of January 19, 1894:—

"G. R. Ashwell & Son, general merchants, Chilliwack, B.C., have been succeeded by G. R. Ashwell & Sons."

Editorial Note.—The name of Ashwell is to-day well known in Chilliwack.

* * *

"Mr. Scott, of Montreal, manager of the branch of J. L. Watt & Scott, was in Toronto last week."

Editorial Note.—Watt & Scott is among the many grocery brokerage firms that have been in business during the past 20 years.

* * *

"George Vick, of Orillia, Ont., has made extensive alterations in his store lately. By removing a partition and taking in a room in the rear he has lengthened his store about forty feet. The annex has been nicely shelved and materially adds to what was before an attractive store."

Editorial Note.—The Vicks have to-day a large bright store in Orillia. Not so many months ago they had it remodelled and it is now a splendidly equipped establishment.

Grocers' Letter Box

Editor Canadian Grocer.—Please advise me where I can buy a stock of small wares. I am thinking of putting them in as a side line to my grocery business. C. S. BROWN.

Hagersville, Ont.

Editorial Note.—Such a stock can be purchased from Nerlich & Co., 146 Front Street W.; Fancy Goods Co. of Canada, 486 King Street West; or the Jas. Wilkins Smallware Co., Ltd., 28 West Market Street, all of Toronto.

A commercial review of the season ending Nov. 29, 1913, showing the export trade from the Port of Montreal in Canadian products has been compiled and issued by the commercial department of "The Gazette," Montreal. This review includes the dairy industry, grain exports, fruit trade, cured meat trade, etc.

This Year's Egg Market Contrasted With Last

Reasons for the Great Decline in Storage Stock at Beginning of 1913 and for Strength in Same Market This Year—Many Lost Money Last Year but None This.

THE egg market this year is so much stronger than at the corresponding time last year and the whole situation is so entirely changed that it may be of interest to recall in detail some of the conditions of last year's market. At that time the price of meat was not at the high level that it is now and no doubt this kept down to a certain extent the consumption of eggs, while this year dear meat has caused a great many people to substitute "hen fruit."

At any rate all records show that at this time a year ago instead of the depleted supplies of storage eggs we have now, the warehouses were well stocked both in Canada and Chicago and new laids were coming in plentifully in ever-increasing quantities. The market continued to decline week by week with only one or two slight checks in consequence of short periods of cold snaps. The supply was so great in proportion to the demand that storage stocks were still on the market at both Montreal and Toronto as late as March 21st, which is not at all likely to be the case this year.

Plenty of Storage Last Year.

In 1913 in the Canadian Grocer of January 3rd the market reports are as follows:—

"Fresh eggs are now beginning to come in in larger quantities from all over Ontario and prices are considerably easier than a week ago. In the East receipts from the country are still reported as unusually light and as high as 55 cents a dozen is being asked. Latest advices from large American centres state that the markets there are unsettled and irregular. Chicago is still full of storage and these are pulling down the market. Mild weather, too, is said to have a weakening effect. On the whole, prospects in the egg market are not of the brightest for the holder."

IN MONTREAL.—"Supplies coming forward are short, the total last week falling 2,549 cases behind corresponding period of last year and 929 cases behind week previous of this year. Thus, it can easily be seen why prices are so strongly maintained. An active business is passing locally."

New laid eggs, per doz.	0.45	0.50
Selects	....	0.32
No. 1's	....	0.28

At Toronto the market is quoted as follows:—"Eggs are very sick. I wish they looked as good as butter,' said one man this week, sizing up the situation. Cold storage and fresh gathered are practically demoralized. All kinds of prices are being asked but generally prices are decidedly easier. Strictly new laids are coming in at such a rate that 50c won't hold and prices have dropped to 40-45c."

Prices quoted are as follows:

EGGS—

Strictly new laid, per doz.	0.40	0.45
Storage, per doz.	0.25	0.29
Pickled, per doz.	0.25	0.26

The Decline Kept Up.

During the next week the Ontario market declined further. The Grocer for January 10th says:—

"Fresh eggs are now coming from all of Western Ontario in large quantities. In the Eastern provinces they are still rather scarce and higher prices prevail. Large supplies are said to be coming into Chicago and after paying freight and duty Ontario dealers are able to offer these to the trade at 35 cents per dozen. Thus the southern market is influencing conditions here to a certain extent."

The Montreal report of that date read:—"Owing to milder weather which set in quite recently, fresh laid eggs are coming in more freely but this little hustle on part of the hen is not regarded seriously. The market at present has not eased to any great extent."

New laid eggs per doz.	0.45	0.50
Selects	....	0.32
No. 1's	....	0.28

On the other hand, Toronto reported a slump that week. It is described as follows:—

"The egg market is at present purely a weather market. Bad weather continuing would cause even a further slump in the markets, while a cold snap coming now would tend to stiffen prices in the south for at least a short time. At present the United States market is weak. "We're not buying a nickel's worth more eggs than we need just now," said one man this week.

New laids are coming in much more freely now and prospects are that supply of these will increase as time goes on."

EGGS—

Strictly new laid, per doz.	0.35	0.40
Storage, per doz.	0.25	0.26
Pickled, per doz.	0.25	0.26

Exactly a Year Ago.

The decline continued without check during the rest of the month. The reports from The Grocer for January 17th read as follows:—

Montreal.—"Eggs.—Owing to soft weather, eggs declined, dropping off 5c. New laids are down to 40 and 45c."

The report from Toronto is of a similar nature; it reads:

"New laid eggs are now coming in fairly freely and with continued mild weather would no longer likely be scarce on the market. . . . Present prices range 10 cents lower than a week ago." New laids were 35 to 40 and select storage, 25 to 26c.

That the weather did not help the market much is shown by the reports of the next week, January 24th.

"Winter so far has been conducive to good quantities of new laid eggs arriving. And they are arriving. Receipts have lowered prices and made less firm the storage stocks. One man gave as his opinion that many wholesalers who had paid too high prices to producers last year for storage stock were now trying to get their own out of them and were having difficulty. Western buyers purchasing on Chicago market has also tended to reduce prices in the east. Chicago prices were lower."

On January 31, 1913, eggs were reported as "still on the toboggan slide."

"The weak situation in the egg market is still the feature of the market. . . . Without doubt, the bottom is out of the market."

Montreal news contained the following.—"New laid eggs have dropped 5c as the result of the unprecedented receipts of fresh eggs."

Heavy Losses Announced.

By February 7, 1913, large losses were acknowledged. "Losses of $20,000 and $50,000 for two firms respectively are named. Storage eggs are now offering for almost anything that can be got for them. Last week, cold storage eggs were offered, car lots, Montreal, at 15c and no buyers could be found."

Whatever happens in the egg market this year it is almost certain that nobody will lose through overstocks of storage eggs. The explanation of the difference in the situation in the opinion of many is this—that consumption was much greater this year than last, while storage stocks at the beginning of this season were much lighter than the year before. Thus the supply not being equal to the demand, a stronger market has resulted.

FRUIT & VEGETABLES

General Firmness in Vegetables; Navel Oranges May Not Be Plentiful

Reason is That Northern Crop is Said to be Done and Southern Crop is Small—Montreal Markets Reported Dull—Potatoes Drop Another 5 Cents —Easiness in Lemons Will Not Likely Continue.

MONTREAL.

GREEN FRUITS.—Perhaps most noteworthy feature of market is slump in grapefruit. Dealers can hardly account for low level reached, most of them stating that some line "gets it" every season, and that grapefruit is the victim this year.

Fameuse apples are about exhausted as far as trade is concerned, there being just a few barrels in private hands.

Market in general is slow, and will be for some little time yet. Prices are as quoted.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 00
Baldwins, Greenings and Russets, No. 2's	....	4 25
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	....	6 00
King	....	5 00
No. 2s, all grades, 75-$1 less than No. 1s.		
Spies, No. 1	....	6 00
Spies, No. 2	....	4 50
Bananas, crate	2 00	2 25
Cap Cod cranberries, bbl.	....	12 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, Jamaica, case	2 25	2 75
Lemons—		
Extra fancy, 300 size	....	4 00
Fancy, 300 size	....	3 50
Oranges—		
Valencias—		
420 size	....	4 75
714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150-176-200-216-250	2 25	3 00
California navels, 126-150-176-200-216-250	2 75	2 30
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 25
Pineapples—		
24 size	....	4 75
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 60	0 75

VEGETABLES.—"Quiet, quiet, very quiet." That is what local dealers say about market. They are just filling regular orders, and these not so heavy either. They expect market to be featureless for some little time to come.

Cabbage, per doz.	**0 25**	**0 60**
California celery, crate	5 75	6 50
Cucumbers, Boston, doz.	1 75	2 25
Egg plant, crate, 2 doz.	....	5 00
Garlic, per lb.	....	0 10
Onions—		
Spanish, per case	....	2 75
Spanish, half case	....	1 75
Red Danvers, 75-lb. bag	....	2 50
Shalottes, per doz. bunches	....	0 40
Peppers, green, 11-qt. bkt.	....	1 00
Peppers, red, 11-qt. bkt.	....	1 50
Potatoes—		
Green Mountains and Quebecs, bag	0 90	1 00
Potatoes, sweet, per bbl.	....	4 25
Potatoes, sweet, Jersey, hpr.	....	1 25
Turnips, Quebec, bag	....	1 00
Tomatoes, hothouse, per lb.	....	0 20
California wax beans, crate	....	6 50
California string beans, crate	....	7 00
Brussels sprouts, quart	0 25	0 30

TORONTO.

GREEN FRUITS.—While trade at present is not rushing, it is expected that low temperature this week would enable retailers to get stocks cleared out, and so make business better. Lemons, which tend to be rather easy just now, will probably be stronger soon, as higher prices across line indicate that supplies are not heavy. Oranges are firm, and will possibly be firmer, reason being that Northern crop in California is finished, and Southern crop, being small, fruit will be scarce. First shipments of Seville oranges for marmalade have arrived, and are quoted at $2.75 a case; quality is good. An advance in apples is looked for, as supplies are getting low. Market for grapefruit is poor.

Spies, hand picked, barrel	4 00	5 00
Other varieties, winter apples, No. 1s	2 50	3 00
Other varieties, winter apples, No. 2s	2 00	2 50
Local, bbl.	2 00	2 50
IMPORTED		
Apples, Jonathans, case, fancy, $2.75; extra	....	3 00
Bananas, per bunch	1 65	1 90
Cranberries, long keepers, box $3.75, bbl.	9 75	10 00
Grapefruit, Jamaica, case	4 00	4 25
Grapefruit, Florida, case	4 50	5 25
Grapes, Malaga	7 50	8 00
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels, 126's-216's	3 00	3 25
California navels, 216's-250's	....	2 65
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Mexicans	....	2 00
Sevilles	....	2 75
Lemons, Messina, 300's, new	3 00	3 75
Pineapples, Floridas	3 50	4 00
Strawberries	0 65	0 75

VEGETABLES.—Market generally is better this week, scarcity of supplies being principal reason. Cabbage is up 25c to $2.50 a bbl. Cooking onions are quoted at $2.50 a bag, instead of $2. Temporary shortage of Spanish onions has caused similar advance there, $3.75 a crate being the lowest price given this week. Brussels sprouts have risen from 15 and 20 cents to 25 and 30 cents. Canadian green onions have followed general move, and are selling at 30 cents. Potatoes are only line in which there is decline, and they have dropped another 5 cents this week. Colder weather, however, by hindering movements at sources of supply, may keep them firm.

Beets, Canadian, per bag	....	1 00
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	....	2 50
Carrots, Canadian, bag	0 85	1 00
Cal. celery, case	....	5 50
Parsnips	....	1 00
Potatoes, New Brunswick, per bag	1 00	1 05
Sweet potatoes, kiln dried, hamper	....	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	3 75	4 00
Large cooking, bag	....	2 50
Green, doz., Canadian, 30c; U.S.	0 60	0 65
Tomatoes, hothouse, lb.	0 20	0 27
Turnips, bag	0 40	0 50

WINNIPEG.

FRESH FRUITS AND VEGETABLES.—Navel oranges and California and Messina lemons are easier. Other lines of fruits steady. Potatoes are up 5 cents per bushel. Trade in such lines as are available is fairly active.

Navel oranges, case	3 00	3 25
California lemons	....	6 50
Messina lemons	....	6 00
Washington apples, box	2 00	2 75
Ontario apples, bbls.	4 75	6 50
Florida grape fruit, case	....	5 75
Cocoanuts, dozen	....	1 25
Malaga grapes, kegs	6 50	8 00
Cape Cod cranberries, bbl.	11 00	12 00
Chestnuts, per lb.	....	0 16
Valencia onions, crate	....	4 50
Potatoes, per bushel	0 65	0 70
Potatoes, car lots	....	0 60

Wm. J. Stewart grocer, of St. Thomas, Ont., has sold out his business.

Adam Walker, grocer, Toronto, has sold out to Ardell & Hughes.

CALIFORNIA'S CITRUS CROP.

Prophesies for the coming California citrus crop vary, as did those of last year, to the extent of 10,000 *cars or more of fruit, some estimates placing the crop from the State at about* 30,000 *carloads, and others at* 40,000 *or even more for the State. The season opened favorably with plenty of moisture in November, and if frosts should occur again this year, the growers are so well equipped for fighting them that the history of last year's catastrophe is not likely to be repeated.*

The total shipments of citrus fruits out of the State of California for the season from November 1, 1912, *to October* 31, 1913 (*the citrus season*) *were* 18,085 *cars. Of this quantity,* 13,574 *cars were oranges from southern California,* 2,319 *cars were oranges from northern and central California districts—that is, all north of Tehachapi, and* 2,192 *cars were lemons. The preceding season, that for the citrus year to October* 31, 1912, *showed the following figures:* 40,290 *cars total citrus shipments of which* 30,327 *were oranges from southern California,* 4,002 *oranges from northern and central California districts and* 5,961 *cars were lemons.—California Fruit Grower.*

FLOUR and CEREALS

Flour Market Continues Quiet; Cereals Decline on Toronto Market

Drop in Cereals Attributed by Some to Price-cutting—Mill Feeds Firm, Canadian Demand Absorbing Entire Output of Mills at Present—Plenty of Wheat in Sight.

North America continues to lead in the world's export of wheat but most of these although shipped from United States ports, are Canadian. There is no immediate prospect of a shortage of supplies as the producing countries have still large stocks for export. Australia has harvested some 65,000,000 bushels more this season than last which will more than compensate for any scarcity in surplus products of Argentina. While the Indian crop will be considerably smaller than last year it will not be so small that the deficiency cannot be supplied. Prospects of the fall wheat in the United States up to a few days ago were never better, crop being well protected with a good covering of snow. Russia, it is believed has a larger crop than she at first estimated, but is, of course, regarded as a dark horse in the export race.

The fact that the Canadian Parliament meets on January 15th is causing a good deal of interest among the trade as to the possibility of the Government taking off the duty on United States wheat. At the present stage, of course, it is impossible to give any definite opinion as to what the outcome will be, however. It is reported that the Government has rescinded the order applying the moisture test to grain. Increased shipping from Canadian ports may result.

The Argentina corn crop this year, it is reported, owing to favorable weather and increased acreage, will break all records.

MONTREAL.

FLOUR.—Very little change in actual condition of market can be reported. Dullness usual at this time of year prevails, but millers look for early awakening. Deliveries, of course, during past two weeks were fairly heavy.

Spring wheat flour has been in demand from foreign buyers and as prices quoted have been pretty well in line with millers' views, fair business has been transacted.

	Small lots, in bags. per bbl.
Manitoba Wheat Flour—	
First patents	.... 5 40
Second patents	.... 4 90
Strong bakers'	.... 4 70
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—No actual change in prices, still a firm market prevailing. Receipts were not so heavy which, perhaps, accounts for strength noticeable.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	.... 2 40
Softer grades	.... 2 05
Rolled Oats—	90's in jute
Small lots	.... 2 22½
25 bags or more	.... 2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	.... 2 85
Hominy, per 96-lb. sack	2 40 2 75

MILL FEED.—United States buyers were looking for supplies during week but little business was done in spite of good offers as local demand was satisfactory. Prices are steady at the moment.

Mill Feeds—	Car lots, per ton
Bran	.... 21 00
Shorts	.... 23 00
Middlings	.... 26 00
Wheat moulee	.... 27 00
Feed flour	.... 32 00

TORONTO.

FLOUR.—There is very little change in situation of flour market. As usual at this season there is little business doing. Freight rates to United Kingdom are so high for flour compared with those on raw product that comparatively little of manufactured article is being exported. As to immediate outlook no statement can be made. Millers are watching with interest conditions of fall wheat crop in United States. No change in prices is reported.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 30	5 00
Second patent	4 70	4 50
Strong bakers'	4 50	4 30
Flour in cotton sacks, 10c per bbl. more.		
	Small lots, per bbl.	**Car lots, per bbl.**
Winter Wheat Flour—		
Fancy patents	4 70—4 90	4 40
90 per cent.	4 50	4 00
Straight roller	4 40	3 90
Blended flour	4 80	4 35

CEREALS.—Market in cereals is weaker than it has been of late. Rolled oats and cornmeal are slightly down, rolled oats selling at $2.20 per bag instead of $2.25, and cornmeal at $2.25 to $2.30, instead of $2.35 to $2.40 as formerly. Buckwheat flour is quoted cheaper, as also is hominy. There is quite a tendency in some quarters to cut prices and some attribute the weakness of market to this. Others attribute it to mildness of weather. If this latter view is correct present cold snap should make prices soar.

Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 50
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	3 00
Cornmeal, yellow, 98 lbs.	2 25	2 30
Graham flour, 98 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	....	2 47
Oatmeal, granulated, 98 lbs.	....	2 47
Peas, Canadian, boiling, bush.	2 00	2 25
Peas, Chili, boiling, per lb.	0 05	0 06
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90 lb. bags	....	2 20
Rolled wheat, 100 lb. bbl.	....	2 85
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	....	2 96
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Market for mill feeds is decidedly strong. Scarcity of supply is reason generally given. Demand from United States is good but home trade absorbs all that Canadian millers are making at present time. Colder weather is another factor which helps to make market firm. Now is the season for inside feeding of stock and there is no likelihood of easier prices. No change from last week however is reported.

Mill Feeds—	Car lots,	per ton.
Bran	22 00	22 50
Shorts	23 50	24 00
Middlings	25 50	26 50
Wheat moulee	....	27 00
Feed flour, per bag	....	1 45

WINNIPEG.

FLOUR AND CEREALS.—There is a moderate domestic demand, and some improvement is reported in export enquiry.

Flour—		
Best patents, cotton bags, bbl.	....	5 30
Seconds	....	4 70
Jute bags 10 cents less.		
Rolled oats, 80 lbs.	....	1 80
Cornmeal, 98 lbs.	....	1 95
Granulated oatmeal, 98 lbs.	....	2 30
wheat granules, bales, 16-6s.	....	3 25
Pearl barley, sack 98 lbs.	....	4 75
Pot barley, sack 98 lbs.	....	3 45

HAMILTON GROCERS AID CHARITY

At the annual meeting of the Hamilton Retail Grocers' Association last week the usual grants of $10 were given to the local charitable institutions. The following officers were elected for the ensuing year:

President—J. M. Semmens.

First Vice-President—John Knox.

Second Vice-President—James Lawrie.

Treasurer—James Main.

Secretary—M. R. Hill.

Executive — Eric Jamieson, John Young, J. R. McLachlan, E. H. Soules and J. L. Brown.

Auditors—J. A. McIntosh and George Dawson.

PRODUCE & PROVISIONS

Hog Products and Butter Stronger; Eggs Take an Easier Turn

New Laids, Coming in More Freely, Bring Storage Down as Well—Poultry Scarce and Up 2 to 4 Cents — Butter 1 Cent Firmer — Hams, Backs and Cooked Meats Up ½ to 1 Cent.

Provision market generally is reported to have been quiet during past week, some dealers intimating that tendency was towards firmness in nearly all lines except eggs. Egg situation, which for some weeks back has been attracting considerable interest, is now reaching a condition which can no longer be called critical. Storage stocks, of course, are very low, but new-laids continue coming in fairly freely, shipments increasing right along. So far most of new-laids on market are from Ontario farms. If present Arctic weather continues long, of course, it may cool ambition of the hens, when whole face of market would be changed, as it is on new-laids, now that dealers are dependent. But, as one man of long experience remarked on the Street, once hens get started it takes quite a prolonged cold spell to break them off the habit.

At the Toronto Produce Exchange this week the offerings were very small, as follows:

BUTTER.—50 creamery solids, 26½c, not sold.

EGGS.—50 cases storage, free cases, 34½c, bid 33c.

CHEESE.—50 large Sept. finest, 14c, bid 13¾c.

MONTREAL.

PROVISIONS.—Business seems to be growing slowly in provisions; that is, there does not seem to be any marked activity, certainly not what prevailed around the beginning of the year. This may be explained by the fact that a large number of dealers carried over heavy stocks, and are not in a position to put in further supplies. Latest advices from England report a steady tone to the market for Canadian bacon and ham.

Pure lard locally is firmer.

		Per lb.
Hams—		
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23½
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 20	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 28½
Hams, roast, per lb.	29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, no. smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	30 00
Heavy short cut clear	....	30 00
Clear fat pork	....	28 00
Clear pork	....	26 50
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—		Per cwt.
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	13 50	14 00
Dressed, country	12 25	13 25

BUTTER.—Receipts have not been as good as last week, and as stocks on spot are not any too heavy, market presents a rising tendency, and feeling at the moment is decidedly firm. Still a greater amount of rolls is coming along, while dairy varieties are decreasing, owing to lack of demand. People to-day insist on a higher quality, so that creamery sales are far in excess of any dairy line, and must continue to be so.

Prices are pretty steady at the moment, with a good volume of business passing for local account.

Creamery—		
Cold storage, good	....	0 27
Choice	....	0 31
September-October	....	0 29
Dairy butter	0 24	0 27

EGGS.—A number of the dealers are beginning to wonder just what the outcome will be with eggs this season. Situation amply amounts to this—storage stocks are exhausted, and supplies of new-laids, while free at the moment, may drop suddenly; then what? As it is, new-laids are 3 cents cheaper this week, but the trend of the market is upward, as it is just touch-and-go whether the volume of receipts from now on will be heavy. Judging by the falling off in latter, it is evident that little importing is being done from the States.

Eggs, case lots—		Per dozen.
New laids	....	0 50
Selects	....	0 40
No. 1's	....	0 35
No. 2's	....	0 28
Splits	....	0 25

CHEESE.—The demand has brightened up a little, and a little better business is being transacted. Receipts showed an increase, too, and, as they came upon a market in a depleted condition, their arrival was thoroughly welcomed.

The total amount of packages received though are said to be almost two hundred thousand less from May 1st of this year, compared with corresponding period of last year.

Cheese—		
Old specials, per lb.	0 16	0 17
September and October	0 13½	0 14
November, per lb.	0 12½	0 13
Stilton	....	0 17

TORONTO.

PROVISIONS.—Business on provision market has continued slack during past week. It is considered that retailers are cleaning out their stocks on hand, as there is not much buying. The tendency seems to be for higher prices, especially as hogs have risen again. Backs are quoted a little higher this week, as also are cooked meats.

Hams—		
Light, per lb.	0 18½	0 19
Medium, per lb.	....	0 18
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 23	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	....	0 19
Roll, per lb.	....	0 16½
Shoulders, per lb.	....	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb	....	0 14
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Tins, 3 and 5 lbs., per lb.	....	0 15¼
Bricks, 1 lb., per lb.	....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10½
Tubs, 60 lbs., per lb.	0 10¼	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¾
Hogs—		
F. O. R., live, per cwt.	8 50	8 75
Live, fed and watered, per cwt.	9 00	9 25
Dressed, per cwt.	12 25	13 00

BUTTER.—Conditions in this market are much the same as last week. Although many factories have lessened their output, there is fair amount of fresh stuff coming in, and this, with storage stocks, prevents any shortage. Owing to fact that many solids are being cut up, price of prints is kept from advancing, as it is said it otherwise would. Prices this week are quoted a little higher than last, and, while some say they may be easier soon, majority claim there will be no change for a while.

Butter—		
Creamery prints, fresh made	0 31	0 32
Creamery prints, storage	0 29	0 30
Creamery, solids, storage	0 27	0 28
Dairy prints, choice	0 26	0 28
Dairy, solids	0 21	0 25
Separator prints	0 28	0 30

EGGS.—New-laid eggs coming in in ever increasing quantities tend to lower prices generally. Of course, if present cold snap should stop hens laying, eggs would be very scarce, as storage supplies are steadily nearing bottom. Prices are a little easier this week, new-laids being

obtainable at 40-43 cents, instead of 43 to 45 cents last week, and storage selects at 38-40 cents. instead of 40-41 cents, forced down by approach in price of new-laids. Conditions are much different from last year, when at least one man on Street lost $25,000 on eggs alone.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	0 40	0 43
Storage, selects	0 38	0 40
Storage, No. 1 stock	0 36	0 37
No. 2's	....	0 28
Splits	0 27	0 28

CHEESE.—Cheese has kept firm, and prospects in this market look to continue bright for some time. Slightly higher prices are quoted by some, and easier prices are not expected. Statistically, position of cheese is strong. Considerable business with the States in Canadian cheese has been done of late, and more is probable.

Cheese—		
Old, large	0 15	0 15¾
Old, twins	0 15½	0 16
New, large	0 15	0 15¼
New, twins	0 15¼	0 15½

POULTRY.—Market in poultry is stronger this week, due to lessening of supplies, while demand keeps strong. Chickens and fowl meet with ready sale. Locally, disagreement among Jewish butchers is said to have increased demand for fowl, ducks and geese. In general, high price of best cuts of beef no doubt helps to strengthen position of poultry, while stocks at primary sources are getting very low.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	0 12—0 15	0 16—0 18
Fowl	0 11—0 13	0 14—0 16
Chicken, lb.	0 12—0 14	0 16—0 22
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

HONEY.—Honey is much the same as last week. Market remains quiet, with no change. Lots of honey is reported on hand, and stronger prices are not looked for.

Clover, bbls., per lb.	0 09½	0 10
60, 30-lb. tins, per lb.	0 10	0 11
10, 5-lb. tins, per lb.	0 11	0 12
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07¼
Comb	2 40	3 25

WINNIPEG.

PRODUCE AND PROVISIONS.—Dairy butter values have fallen off 1 to 2 cents per lb. Creamery butter is steady. Fresh gathered eggs are easier. Cured meats and cheese are steady.

Cured Meats—		
Hams, per lb.	0 14	0 19
Shoulders, per lb.	....	0 12
Bacon, per lb.	0 17	0 21
Long clear, D.S., per lb.	....	0 12½
Mess pork, bbl.	....	27 00
Lard—		
Tierces, per lb.	....	0 12½
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02
Eggs—		
Good eggs	....	0 28
Strictly fresh	0 35	
Butter—		
Creamery	0 30	0 33
Dairy	0 21	0 23
Cooking	....	0 18
Cheese—		
Large	....	0 15½
Twins	....	0 15¾

PLANNING IMPROVEMENTS IN BRANDON.

The Brandon Retail Merchants' Association, one of the latest converts to the truism, "In union is strength," convened last week, for the purpose of getting away to a good start with new and vigorous equipment for 1914.

Officers were nominated and elected, the governing body being composed of J. F. Price, re-elected president unanimously; J. T. Monteith, secretary-treasurer; executive—Jesse Nash, Wm. Highgason, Geo. H. Harris, P. A. Kennedy, David Wilson, T. E. Elviss, A. W. Stone, N. E. Johnston, Harold B. Bedford.

A dominant feeling of optimism prevailed throughout the meeting, and the ushering in of the new year appeared to have conduced to produce a frame of mind with a decided tendency towards "Good mercantile resolutions."

The only office that created competition was the position of vice-president, two being nominated. Election for this office will take place at next meeting.

The utmost harmony and goodwill reigned, and the Association looks forward to a progressive and profitable campaign for improved mercantile conditions.

UPHELD PRICE MAINTENANCE.

Another decision has been arrived at by the Supreme Court of the State of Washington, U.S.A., in the matter of the maintenance of a retail selling price. It is regarded as of far-reaching importance to manufacturers and retail merchants in general. The Supreme Court by a vote of 8 to 1 held that a manufacturer of an article has a legal right to maintain a retail selling price upon it, if he has no monopoly and does not control all of that kind of product.

The case in question was that of the Fisher Flouring Mills vs. C. O. Swanson, a grocer of Seattle.

On or about October 3, 1911, Swanson orally contracted for a carload of "Fisher's blend of patent flour," and agreed to maintain the retail selling profit. According to the contract, the Fisher Flouring Mills Co. delivered an instalment of the flour on this purchase. The invoice contained a printed notice that the flour was sold on condition that it be resold at the maintained retail selling prices.

Swanson cut the price and advertised it in special sales. Fisher sought to enjoin Swanson from cutting the price on the flour and asked $1,000 damages. Swanson's attorneys claimed Fisher had no cause of action and the court had no jurisdiction of the subject matter.

Swanson's demurrer was sustained by the judge of the Superior Court. Then Fisher appealed to the Supreme Court, and its decision in the milling company's favor is the result.

LAURENTIA MILK FACTORY BURNED.

The factory of the Laurentia Milk Co., at Caledonia, Ont., was burned on Tuesday morning, January 13. It was a coincidence that this week that company is using the front cover on Canadian Grocer. On Tuesday a phone message reached our office to hold the advertisement over, but it had gone to press at the time. However, the Laurentia Milk Co. will have no difficulty in filling immediate orders, as several thousand dollars worth of manufactured stock was rescued. Steps are now being taken to rebuild at once, and temporary arrangements are completed to supply the trade as before in the meantime.

IS UNITED STATES PARCEL POST SYSTEM TOP HEAVY?

(Continued from page 25.)

The Interstate Commerce Commission of the United States in its report just made public, declines to be made responsible for the situation created by the Parcel Post system, and asks to be relieved from its enforcement. The commission broadly intimates that it will lead to confiscation of express property and business.

This, then, is the actual state of things in the United States. Parcel Post has apparently overspent its allowance nd the question arises as to whether it is going to be a benefit or a detriment. The railways might naturally ask whether the system will show any profit at all when the post office begins to pay for Parcel Post mail that is still being hauled at the old contract rates.

What Is In Store for Us?

Will the Canadian officials run into the same noose? Are we going to have a white elephant on our hands a year hence in the shape of Parcel Post? Are we to have a system that requires jacking up at frequent intervals with fresh funds from the country's treasury?

The delay that has already occurred shows pretty well which way the wind is blowing at Ottawa. It looks as if our own officials see breakers ahead. Time will tell just how well they have been avoided.

FISH AND OYSTERS

Cold Snap Helps Keep Fish In Good Condition; Sales Better

Better Orders Reaching Montreal Wholesale Men Because of Retailers' Stocks Running Low —Halibut, Haddock and Salmon Selling Freely.

MONTREAL.

FISH.—Due to stocks in retailers' hands having become practically exhausted, orders received during past week were a little heavier than those of previous week. Demand from consumers seems to be picking up considerably which is attributed to fact that prices asked are more in keeping with average man's pocket book than those which are quoted for fresh meat, eggs and so forth.

Colder weather which has been general throughout country during past week or two has assisted greatly in shipping fish and orders which could not be shipped a couple of weeks ago are now going forward.

Most lines are moving out well with halibut, haddock and salmon, as well as smelts, bulk and shell oysters and all other seasonable lines playing prominent part.

Demand for pickled, salted and prepared lines is rather quiet, though steady, with prices remaining unchanged from previous week.

Notwithstanding increased demand for all frozen lines stocks in first hands are still heavy and more than ample to fill requirements.

Trade seem quite confident that the longer this weather keeps up the better business will be owing to fact that retailers can order now and depend upon shipments coming forward promptly. If this condition was not necessary there is no doubt in the minds of certain local dealers, who claim that reason fish is not sold more is because it is not handled in large enough quantities, that the consumption of fish would double present figures in a very short time.

Shell Fish, Fresh—		
Clams, per barrel	....	9 00
Lobsters, live, per lb.	....	0 28
Lobsters, boiled, per lb.	....	0 30
Oysters, bulk, standards, per gal, $1.40, Selects	....	1 80
Oysters, solid meat, standards, per gal., $1.70; selects	....	1 90
Oysters, Cape Cod, shell	....	9 00
Oysters, Malpeques, shell	8 00	9 00
Periwinkles, per bushel	....	2 50
Prawns, per gal.	....	2 00
Scallops, per gal.	....	2 50
Shrimps, per gal.	....	2 00
Frozen Fish—		
Haddock, per lb.	0 04½	0 05
Halibut, per lb.	0 08½	0 09
Herring, per 100 fish	1 60	1 70
Pike, per lb.	0 07	0 08
Smelts, fancy, per lb.	0 13	0 15
Trout	0 11	0 12
Smelts, No. 1, per lb.	0 11	0 12
Salmon, fancy, Spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, per lb.	0 11	0 12
Prepared Fish—		
Boneless fish, 20 lb. boxes	0 06	0 07
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07	0 08
Cod, pure, 3 lb. box, per lb.	....	0 15
Cod, boneless strip, 30 lb. box, lb.	....	0 10
Cod, shredded, box of 2 doz.	....	1 80
Cod, skinless, per 100 lb. box	6 50	7 00
Cod, dried, per 100 lb. bundle	....	7 00
Pollock, dried, per 100 lb. bundle	....	6 50
Salted and Pickled Stock—		
Cod, green, ordinary, per 200-lb. bbl.	....	9 00
Cod, green, white napes, per 200-lb. bbl	9 50	10 00
Haddock, No. 1 green, per 200 lbs.	....	8 00
Herring, Grape, No. 1, ½ bbls., $2.75; bbls.		5 50
Herring, N. S. per ½ bbl.	....	3 00
Herring, N.S., per bbl.	....	5 75
Herring, Holland, per keg, 75c; per ½ bbl., $5.50 to $6.50; per bbl.	9 00	10 00
Herring, Labrador, ½ bbl., $3.25, bbl.	....	5 75
Herring, Scotch, keg of 12 lbs. net, $1.25 to $1.35; ½ bbl.	7 50	8 00
Mackerel, No. 1, 20 lb. kits, $1.75, ½ bbl., $7.00; bbl.	....	12 00
Salmon, Labrador, ½ bbl., $8.00 to $9.00, bbl.	14 00	15 00
Trout, lake, kegs	....	7 00
Smoked Fish—		
Haddies	0 07½	0 08
Fillets of haddie	0 10	0 11

TORONTO.

FISH AND OYSTERS.—Plenty of fish on hand and little demand is statement given by one wholesaler to Canadian Grocer. While market may have tended to be a little easy, only real drop was in lobsters. Canadian lobsters are coming in now and that is reason given for decline of 10 cents. Cold weather will probably stiffen market and dealers are hopeful for better business.

Frozen Fish—		
Roe shad, weight 3 lbs., each	1 00	1 25
Whitefish, per lb.	....	0 12
Sea herring, large, each	....	0 02½
Lake herring, 100-lb. bags	....	3 50
Halibut	0 09	0 10
Salmon, Qualla	0 09	0 10
Salmon, Cohoe	....	0 12
Trout, per lb.	0 11	0 12
Eels, per lb.	....	0 11
Fresh Caught—		
Blue fish, lb.	0 14	0 16
Frogs legs, lb.	....	0 65
Haddock, per lb.	....	0 08
Herring, per lb.	0 07	0 08
Lobster, live, lb.	....	0 30
Lobster, boiled, lb.	....	0 30
Mackerel, weighing 1½-3 lbs. each	0 15	0 25
Perch, lb.	0 06	0 07
Pickerel, yellow, per lb.	....	0 12
Pike, per lb.	0 06	0 07
Smelts, extra	....	0 16
Smelts, No. 1, per lb.	....	0 12
Steak, cod, per lb.	....	0 09
Flounders	....	0 06
Smoked—		
Ciscoes, boxes, 15 lbs.	....	1 80
Fillets of haddie	....	0 12
Finnan haddie, per lb.	....	0 09
Halibut, 25 lb. boxes, per lb.	....	0 20
Kippers, new, box of 40 and 50	....	1 25
Bloaters, box of 60	....	1 25
Digby herring, per bundle	....	0 75
Digby fillets, 10 lb. boxes	....	1 30
Prepared—		
Shrimps, 1 gal. cans	....	1 25
Shrimps, 2 gal. cans	....	2 40
Shrimps, 4 gal. cans	....	4 60
Cod, quail on toast	0 07	0 07½
Cod, steak	....	0 09½
Cod, Imperial, 25 lb. pck.	0 06	0 07
Salted and Pickled—		
Holland herring, milkers, 85c; mixed	...	0 75
Herring, Labrador, bbl.	6 25	6 50
Herring, Labrador, half barrel, 20 lbs.	....	3 50
Herring, sea, pails	1 25	1 50
Herring, lake, pails, 100 lbs.	....	3 75
Mackerel, pail	....	2 25
Oysters, bulk—		
New York counts, gal.	....	2 00
Extra selects, gal.	1 90	1 95
Straights, gal.	1 65	1 75
Oysters, Shell—		
Malpeques, bbl.	11 00	12 00
Torbays	11 00	12 00
Rockaways	8 50	9 00
Blue Points	8 50	9 00
Oyster Bay counts	8 00	8 50

WINNIPEG.

FISH AND POULTRY.—Fish and oysters are in fair demand. Stocks of poultry are much reduced, and receipts from country are light.

Fish—		
Fresh whitefish, per lb.	....	0 08½
Halibut	....	0 09
Salmon	....	0 11
Smelts	....	0 10
Herring	....	0 06
Lake trout	....	0 12½
Cod fish	....	0 10
Cured Fish—		
Smoked goldeyes, per doz.	....	0 50
Finnan haddies	....	0 08
Holland herring, keg	....	0 69
Labrador herring, ½ bbl.	....	4 25
Oysters—		
Per gallons	....	2 25
Large tins, 4 1-16 gals.	....	10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens	....	0 12
Turkeys	....	0 15
Ducks	....	0 12
Geese	....	0 12
Poultry, Dressed—		
Fowl	....	0 13
Chickens	....	0 16
Turkeys	....	0 20
Ducks	....	0 16
Geese	....	0 14

OFFICERS OF N.-W. TRAVELERS.

The North-West Commercial Travelers' Association held their thirty-first annual meeting in Winnipeg recently, with President Wm. Stitt in the chair.

Officers elected for the coming year are: President, A. McAllister; vice-president, Chas. Holden; British Columbia vice-president, A. R. MacFarlane; Alberta vice-president, O. S. Chapin; Saskatchewan vice-president, A. Paxton; treasurer, L. C. Macintyre; executive committee, William Stitt, H. W. Lethbridge, J. E. Holland, E. H. Lee, R. W. Jack, A. Webber, A. E. Wayte, G. C. Maeker, O. H. Dingman, J. M. Scott, C. M. Scott, R. W. Clarke (British Columbia member), W. G. Fowler (Alberta member), S. C. Burton (Saskatchewan member).

British Columbia advisory board—President, H. B. Gilmour; vice-president, F. J. Hall; treasurer, E. A. Baker; directors, F. J. Lumsden, C. P. Egan, H. H. Welsh, J. C. Pendray, H. J. Vaughan, F. J. Lynch, B. J. McKenzie.

Alberta advisory board—President, B. S. Kellaway; vice-president, J. D. MacDonald; treasurer, H. E. Hallett; directors, J. W. Bartlett, T. Lancaster, G. S. A. Connell, C. R. Stanley, C. H. Baker, A. Maltby, G. A. Bradley.

Saskatchewan advisory board—President, A. G. H. Spillett; vice-president, W. C. Bell; treasurer, N. Musgrave; directors, A. Adams, B. Flowers, P. Arnot, B. Conway, D. D. Ferguson, E. M. Little, J. Gillespie.

Canadian Grocer:

Dear Sir,—Enclosed please find two dollars renewal of Canadian Grocer.

In remitting I would say I consider your paper a most excellent one.

Yours truly,

GEO. O. WERRETT.

Simcoe, Ont.

A woman may not mention "Chase & Sanborn" when she asks for Coffee the first time—but if you make the suggestion she will thank you for it—and come back for more.

Chase & Sanborn
MONTREAL, QUEBEC

COOK'S FRIEND
BAKING POWDER

The good old-fashioned stuff has been on the market for over 50 years.

Price List has been changed. Better Dealer Proposition Still.

JUST WRITE

W. D. McLAREN LIMITED
Baking Powder Specialists
MONTREAL



Let the busy Bees work for you

BEE BRAND Jellies, Starch, Borax are three quality lines that bring in trade and build up the dealer's profits.

Bee Brand Specialties

are attractively packed, they make good displays and their purity recommends them to the buying thousands in every part of Canada. Write for samples.

FORBES & NADEAU, Montreal, Que.

Fine Quality Prepared Mustard, Picalilli, Chow Chow, and Onion Salad

The Breault-Gill condiments are fast filling the requirements of the better Canadian trade. They have a steady, profitable sale, and should be on every grocer's shelves.

Send for trial shipment and prices.

Breault, Gill & Co.
622 ST. PAUL ST. MONTREAL
Agent Wanted

STOCK-TAKING NOTES

Now is the time to lay plans for a better and larger business for 1914.---Look over your stock---clear out the "dead" lines and send us your order for some of our specials to put new "life" into your business. We have the "prices" that will bring your orders.

A Few Canned Goods Specials

Pork and Beans—
1's in sauce, 45c doz.
3's family 90c doz.

Pumpkins—
Gallons, $2.00 doz.

Beets—
Small whole, 2's, the finest packed, 95c doz.

Plums—
Pie--gallons, $2.25 doz.

Salmon
Oregon Red, $1.40 doz.

Tomatoes
Fine quality 3's
90c doz.

Your TEA TRADE is the HEART of your BUSINESS giving life to every branch

OUR

[4] Star Genuine English Breakfast Tea

at **27c**

will supply the stimulant necessary for efficiency. We guarantee satisfaction or return at our expense.

A Clearance in "Camel" Brand Figs

3 Crown
bxs. 9¾ lbs. 80c box

4 Crown
bxs. 9¾ lbs. 85c box

5 Crown
bxs. 11 lbs. 90c box

6 Crown
bxs. 11¾ lbs. $1.00 box

9 Crown
Umbrella-
Bxs. 9¼ lbs $1.00 box

These are not quite up to the usual "Camel" standard but are good for quick sale.

NOW IS THE TIME TO SELL "RICE"

Our travellers are showing a complete range of samples. Our values cannot be equalled. GET OUR QUOTATIONS.

Get our quotations on SHELLED WALNUTS for shipment early next month.

EBY-BLAIN, LIMITED

WHOLESALE GROCERS TORONTO



THE TROUBLE

with most grocery stores is too many goods in proportion to sales.

One way to get around that is to specialize on better goods—to feature well-known specialties and get after the best trade. You can be sure of satisfactory profits with

LITSTER'S JELLY POWDERS
LITSTER'S PUDDINGS
LITSTER'S CUSTARDS

and other Litster lines.

Not only will these earn you more money than any other equal investment in your store, but they add tone and quality to any business.

Why not handle the best?

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LIMITED, TORONTO



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

JAMES EPPS & CO., LTD. (LONDON, ENGLAND).
Canadian Address, 25 E. Front Street, Toronto.
Gentlemen:—Please send particulars of your SPECIAL OFFER and oblige.

Name .....

Address .....

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	$ 2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ..... $ 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams,	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

CANADIAN GROCER
Let us talk TEA, TEA alone

This department is under the control
of experts; we want your tea trade
We have again one of the largest and best assorted stocks in Canada

SIX THOUSAND (6,000) PACKAGES

Including all varieties:

JAPAN, all grades
CEYLON Black
CEYLON Green
INDIAN Blacks
ASSAMS and DARJEELINGS from the best gardens
CHINA Gunpowders and Pinheads
MOYUNE YOUNG HYSONS, PING SUEZ
CHINA, CONGOUS

OUR BLENDS are well known to tea merchants
TRY OUR TEA IN PACKAGES

Our aim has always been to give the
best that money can buy, and we
buy only direct from the producers

ASK FOR SAMPLES and OUR PRICES
GIVE US A SHOW. WE WILL SAVE YOU MONEY

L. CHAPUT, FILS & CIE, Limitee

WHOLESALE GROCERS and IMPORTERS,
TEAS, COFFEES, WINES and LIQUORS

2, 4, 6, 8, 12 and 15 DeBresoles Street, MONTREAL

Established in 1842

Mrs. Thrifty says to her Grocer—"Give me three more Banner Brand Jam Tumblers

we all thought the jam was so good and the tumblers are so useful—before long I will have a complete dozen."

It is this demand of the Mrs. Thrifties that has made it necessary for us to double our capacity in order to take care of the ever-increasing orders for L. & B. Banner Brand **Pure Fruit** Jams in our new, **original** tumbler container.

This line will win big sales for you. Don't delay —order a stock to-day. The profits are excellent.

"L and D" Banner Brand is a strong repeater, for "it's mighty good jam" and a "mighty good seller."

Remember we lead and others follow.

LINDNERS LIMITED

340 Dufferin Street **TORONTO**

Phone Parkdale 2985

REPRESENTATIVES

Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; Lyne Usher, Halifax, Nova Scotia and Prince Edward Island; J. D. Munro, St. John, N.B.; W. L. McKenzie & Co., Edmonton and Regina; N. M. Jackson, Calgary; Western office at Winnipeg.



COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 60
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Prenuum No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 5-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

A Money-Maker for the Grocer

A long, prosperous season is at hand for every grocer selling Armour's Bouillon Cubes. The great, growing popularity of hot bouillon as an every-day drink is the grocer's opportunity for increased trade and multiplied profits. The most refreshing and delicious of winter drinks is A. B. C. Bouillon made with

Armour's Bouillon Cubes

Our all-season advertising campaign in newspapers and magazines of immense Canadian circulation is making countless new customers for dealers handling Armour's Bouillon Cubes.

Get this product on your counter without further delay. Collect your share of the profits. Sign and send the coupon, or order to-day and be ready for the big demand.



ARMOUR AND COMPANY

Chicago, Ill.

Sales Agents: Fowler's Canadian Co., Hamilton, Ont.

Sign and send the Coupon—NOW

Armour & Company, Chicago, Ill.

Send Price List and Discounts on Armour's Bouillon Cubes.

Name .....

Address .....

.....

(C.G.)



There's going to be a scramble among manufacturers

Manufacturers and shippers will scramble ere long for supremacy of their lines in the Canadian West. Therefore if you intend placing your lines on this extensive and profitable market it will be to your advantage to get in quickly.

We are open to represent any lines not competing with those we already represent. Our large staff of salesmen who make daily calls and our 6 large warehouses enable us to give you an unequalled service. We introduce the goods in every corner of this vast and wealthy country.

Let us know your lines and we will give you full particulars. Write at once.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE: WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY

Goes to the very bottom and removes the dirt

without in any way injuring the daintiest fabric either by discoloring or deteriorating the fabric

WONDERFUL SOAP has that loosening quality which is so desirable in washing soaps and which is a strong point of talk when introducing this soap.

Think this over and send for a sample lot. It will pay you.

The
Guelph Soap Co.
Guelph, Ont.



BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

5 oz. (all flavors) doz. 4 50
8 oz. (all flavors) doz. 6 50
16 oz. (all flavors) doz. 12 00
32 oz. (all flavors) doz. 22 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.
ANCHOR BRAND.

Ammonia Powder—	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—	
10c cakes, boxes 2 doz.	0 90
	Per lb.
½ lb. cakes, boxes 6 lbs.	0 32
Cocoa—	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato—	Per doz.
Cases 2 doz.	1 20
Icings, Prepared—	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.L.—	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90

	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—	Per doz.
Cases 2 and 4 dozen	0 90
Shaker Table Salt, free running.	
	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" BRANDS COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40
5c pkgs., cases 50s	1 90

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" BRAND CEYLON TEA.

	Per lb.
25c black, green or mixed, 1 lb.	0 20
25c black, green or mixed, ½ lb.	0 21
30c black, green or mixed, ½ and 1 lb. pkgs.	0 24
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
	Per case.
"Piccaninny" brand pancake and	

LAPORTE, MARTIN, LIMITED.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	0 08½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES.
BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 80
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 80

California Navel Oranges

Remember, we are the leaders in high-class Navel Oranges.

For Xmas and present selling, quality and color perfect. Also Florida, Mexican and Jamaica Oranges.

Fresh car Cocoanuts.

White & Co., Limited

TORONTO and **HAMILTON**

Golden Orange Brand

California Navel Oranges. Our first car this season of this

Celebrated Brand

due to arrive this week. The trade know how good this brand is. **Always the highest quality packed.**

Prices Reasonable

Another car California Celery. Extra Fancy, well bleached, all sizes.

Send along your orders.

HUGH WALKER & SON

Guelph and North Bay

LARD

For a starter in the new year we would suggest buying Lard and first Simon Pure "Star Brand" Lard, put up by Fearman of Hamilton. Have you had our one-pound cartons? If not, it is time you began. They are neat, handy and clean.

F. W. FEARMAN CO., Limited

Hamilton, Ont.

MINCE MEAT

It is impossible to make anything better than

Wethey's "Home-Made"

It is positively the highest grade mince meat on the market and is sold at a most reasonable price.

We are pleased to quote.

J. H. WETHEY, Limited

St. Catharines, Ont.

the pick of the fisherman's catch

BRUNSWICK BRAND





Located as we are in close touch with very fine fishing grounds, we have the choice of the fisherman's catch.

Our plant is modern in every way, strictly sanitary, and is operated under ideal conditions. This insures the very best results in our products. High quality is the key-note of Brunswick Brand Sea Foods. They are proven big-sellers and profit-producers.

Order Brunswick Brand for your Winter's Stock.



CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Victoria, B.C.



Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens o. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE
SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI
C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5 10, 30 lbs. (loose)		5½
30 lb. cases, 1 lb. pkgs.		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, et 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 llbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamell (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06



By Special Royal Permission

Ten reasons why "King Oscar" SARDINES should be put to the front

1. Attractively packed and labelled.
2. They sell readily.
3. Packed in Pure Olive Oil.
4. Are a health-giving food.
5. Tasty, Nutritious, Zesty.
6. Satisfaction to all.
7. Good profit.
8. Repeat sales sure.
9. Sell the year round.
10. Backed by extensive consumer advertising.

Canadian Agents

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Canada

Dont Burn Waste Paper —Sell It For Cash!

The safe, sanitary and *profitable* way to dispose of waste paper, rags, straw, etc., is *SELLING IT FOR CASH.* This is best accomplished by storing and baling it in a

ALL STEEL Schick FIREPROOF

BALING PRESS



A Davenport Press means an end to the unsightly rubbish pile—it saves wasting space—it removes a serious fire risk—it represents a source of steady income—it soon saves its cost. The *HOW* and *WHY* are in the catalog No. 9 —ask for a copy.

Davenport Mfg. Co.

DAVENPORT, IOWA,

THE NAME "FAIRBANK" MEANS SOAP SURETY



FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,

LIMITED, - - MONTREAL





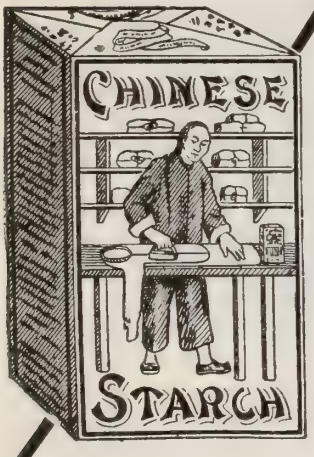
Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case $4.50
Banner Condensed Milk, 4 doz. in case $5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George, Ontario



Encourage the housewife to do her own laundry work.

By doing so, you widen your market for the better grades of soaps, bluing, borax, washing powders and Chinese Starch.

Sell her

CHINESE STARCH

and make her ironing easier and more satisfactory in every way.

Chinese Starch is the only starch containing two oils, —one imparts a delicate perfume; the other keeps the iron from sticking.

Chinese Starch is prepared ready for use, requiring only the addition of water.

We prepay freight on orders for two cases or more.

OCEAN MILLS, MONTREAL

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containg 45 cartons, epr case 3 00
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.
Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.50.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.
Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.
Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.
THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.
2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35
LILY WHITE CORN SYRUP.
2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.
Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.
Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.
Quebec and Ontario, per case.... 2 80
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.
PATERSON'S WORCESTER SAUCE.
½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75
H. P.
H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints..... 3 25
Cases of 3 doz. ½-pints..... 2 25

STOVE POLISH.
JAMES DOME BLACK LEAD.
6a size, gross .....$ 2 40
2a size, gross 2 50

NUGGET POLISHES.
Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan..... 3 85
Card Outfits, Black and Tan..... 3 25
Creams and White Cleanser..... 1 10

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.
Chewing—Black Watch, 6s 45
Black Watch, 12s 45
Bobs, 5's and 10's..... 39
Bully, 6's 44
Currency, 6½s and 12s 39
Stag, 5 1-3 to lb. 50
Old Fox, 6 lb. boxes 40
Pay Roll Bars, 7½s 50
Pay Roll, 7s 50
War Horse, 6s 42
Plug Smoking, Shamrock, 6s, plug or bar 45
Rosebud Plug, 7's 50
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking—Great West Pouches, 8s 30
Regal Cube Cut, 9s 70

TEAS.
THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 21
Orange Label, 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s	0 28
Brown Label ¼s	0 30
Green Label 1s and ½s	0 36
Red Label ½s	0 40



Without a Peer

For quick selling, popularity with customers, and for real olive deliciousness **D. W. C. Spanish Olives** have no peer.

They are the finest selected smooth-skinned olives, packed in the best brine with exceptional care as to packing and cleanliness. The moderate price increases the demand for these olives.

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Let us quote on your requirement.

JOHN HILLOCK & CO., Limited
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Quebec and Maritime Provinces
WOLF, SAYER & HELLER, MONTREAL

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Trade Mark.

FOR STOVES

has had a steady sale in Canada for **FIFTY YEARS,** and is still in popular demand. Beware of imitations, there is only one **"DOME" Lead.** The word "Dome" is a registered Trade Mark. No other make can therefore be sold as **"DOME."**

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Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

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Established 1886.

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of all kinds

Bitter Oranges for Marmalade. Peels in Brine.

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London Bridge, London, Eng.

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When a man wants credit, give him an Allison Coupon Book, and have him sign form at front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



Allison Coupon Books cost but a trifle, and save what they cost many times over. You CAN run a credit business without them, of course, but you CAN'T AFFORD it. For sale by the jobbing trade everywhere. Manufactured exclusively by

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Indianapolis, Indiana U.S.A.

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Satisfaction and profits with every sale, We want more agents. Write

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Limited, P. O. Box 2963, MONTREAL
COFFEES

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
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Agents Montreal

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Write us for New Price List of

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TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

The
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page
will interest you

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Some of the largest bakers in America are placing the buying of their materials and equipment in our hands. They know that they get better value through us.

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If you are interested in Irish trade.

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BELFAST GINGER ALE
Agents in Western Canada
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Established 1872

Specialize in BEST QUALITY OLIVE OIL
For Table use First Class Agents Required.

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No other food product compares with Holland Rusk. It is in a class by itself and will bring and hold trade for you. Order from your jobber to-day.



HOLLAND RUSK COMPANY
HOLLAND, MICH.

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBERS

¼-lb. tins—
3 doz. in case

D. & J. McCALLUM
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ESTABLISHED 1849

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Ottawa, Ont.	Toronto, O t.
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Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA

TORONTO

When writing advertisers, kindly mention having seen the ad. in this paper.

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In the January issue of MacLean's Magazine Admiral Von Tirpitz is called the creator of the German Navy. His position in the making of this modern state is most graphically told in the third of the series by Frederic W. Wile in the first issue of the new year.

The Rise of McCurdy, M.P.

The Millionaire of Nova Scotia

This story shows how this young Napoleon of Finance became the head of a powerful brokerage and achieved political renown. Don't miss reading this sketch.

The other excellent articles are no less interesting to business men. In fact the January Issue is teeming with information and interest, peculiar to the Merchant, Business and Professional men of Canada.

Here are the titles of other articles that will interest them:

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A King in Poultrydom. A University Graduate and a School Master whose hobby has made him, by Herbert Gransford.

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And a numerous selection of clever short stories. "MacLean's — the National Magazine."

Send two dollars for a year's subscription of this magazine. Single copy twenty cents.

The MacLean Publishing Co.

LIMITED

143 University Avenue Toronto, Canada



The touch finale to the Successful Dinner

Whether it be a fruit, lobster or cold meat salad, it requires the true finishing touch imparted to it by

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Sold by

The Horton-Cato Mfg. Company

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TOBACCOS

MASTER MASON
Smoking

ROSE QUESNEL
Smoking

KING GEORGE NAVY
Chewing Plug

These tobaccos are made of specially selected and cured leaves of a high quality tobacco.

The high quality of these tobaccos is backed up by extensive advertising.

Every store with a tobacco department should handle these leading tobaccos.

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the housewife uses

Parowax

(Pure Refined Paraffine)

It makes her washing easier — cleaner, whiter clothes — less rubbing, scrubbing and wear.

Sealing jellies and preserves, Parowax forms an air-tight, mold-proof seal.

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Parowax is put up in 1/4 lb. cakes, packed 4 in a carton; 20, 40 or 100 cartons in a case.

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Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon



HIRONDELLE

(Swallow Brand)

Macaroni, Vermicelli, Spaghetti

Made in Canada with Canadian wheat, the best in the world, in a sunny and cleanly factory under the management of experts. No imported can surpass the quality and purity of Hirondelle. It gives the best satisfaction everywhere.

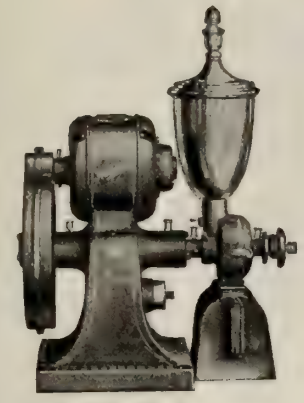
There being no duty to pay, you can sell this line at a smaller price and get a larger profit.

Specify "Hirondelle" Brand in your next Macaroni, Vermicelli or Spaghetti order.

C. H. CATELLI Limited

MONTREAL, QUE.

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The accompanying cut shows a "BABY" HOBART

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It is Equipped with AUTOMATIC RELEASE, which makes it impossible to Break the Burrs or Burn out the Motor.

The MERCHANT who looks for the greatest value for the Dollar invested, INVESTIGATES. Then he buys a HOBART.

It is Better to Have a HOBART than to Wish You Had.

Send for Free Catalog.

The Hobart Manufacturing Co.
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Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.
Owen Sound, Ontario

FREE FREE

How a postage stamp will net you $1.20

Special advertising offer to the trade throughout Canada, who handle the **John MacKay (medicated) Pot and Pearl Barley,** the standard of the world.
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It costs you nothing but the stamp, but when sold the goods will net you $1.20.

Don't delay—write at once.

John Mackay, Limited
Bowmanville, Ont.

For Every Day SATISFACTION

use

"ST. NICHOLAS"

"HOME GUARD"

"QUEEN CITY"

"PUCK"

They're the Best

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Agent

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We solicit your Cold Storage Consignments.

Send for Post Card Order Book.

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LIMITED

Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books.



Goes Soap One Better

Snap is a soap—it is more than a soap. Soap cleans the surface of the skin, but fills the pores, which ultimately injures the flesh. Snap cleans the pores and refreshes the skin, leaving it clean and uninjured.

It goes Soap one Better.

A stock now will prove to be a money-maker for you.

Snap Company, Limited
MONTREAL



MERITS

Elgin National Coffee Mills, like the Elgin Watch, are built on Merits.

They are Perfect Mills, Rapid Grinders, Easy Running, Latest Designs, Built for Business.

The demand for Elgin mills is greater than ever. They are the mills with a quality reputation — unsurpassed for beauty and finish, simple, attractive and pleasing to the eye.

Elgin Mills are the highest standard of excellence, built on an experience extending over 30 years.

All our mills are fitted with a Special Adjuster which regulates the grinding while in operation for fine or coarse grains.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

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LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B. G. E. Barbour & Co.; Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); the Codville Co. (and branches).
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SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, Alta.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
FERNIE, B.C.—The Western Canada Wholesale Co., Ltd.
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Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

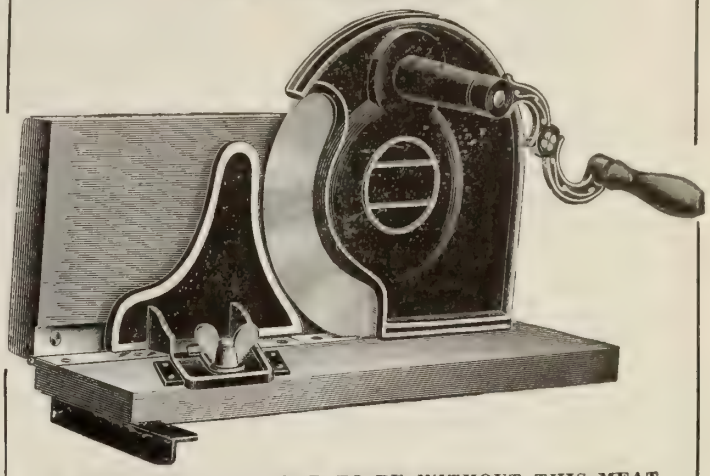
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Globe Washboards

Walter Woods & Co.
HAMILTON and WINNIPEG

THE ROTUNDA
Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

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KINGSTON, ONTARIO, CANADA
AGENTS

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An exceedingly rich vanilla extract containing 50% more of the vanilla bean than is specified by the Dominion Government's Pure Food Act. Shirriff's True Vanilla is pure, strong, delightful in aroma and flavor. The choice of discriminating grocers and particular housewives.

Imperial Extract Co., Toronto

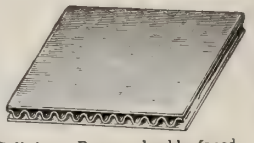
For Quick Packing, Room Saving

use the T. & N. Folding Cellular Board Freight Boxes

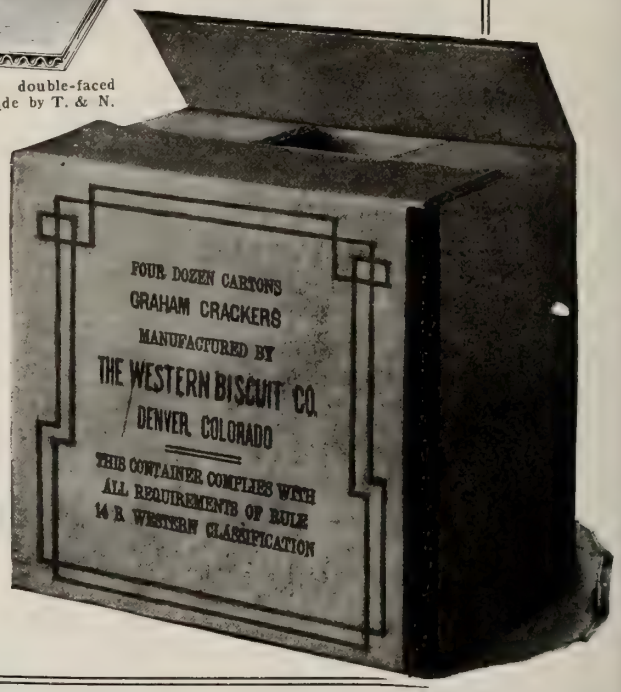
If you pay freight charges on the goods you ship, why not save by using T. & N. folding cellular board Freight Boxes? If your patrons pay, why not make yourself strong with them by saving half the weight on the packing case ?

These boxes are strong, withstand the shock of freight shipping, are quickly and easily packed without nailing or wiring. They come "knocked down" and therefore take up the minimum amount of room in your shipping department. They are cheaper than wood boxes too.

They're worth looking into. Let us know your requirements. Fill out coupon and send to us to-day.



Cellular Board double-faced corrugated. Made by T. & N. special process.



The Thompson & Norris Co. *of* Canada, Limited

NIAGARA FALLS, Ont.

Brooklyn, N.Y. Boston, Mass. Brookville, Ind.
London, England Julich, Germany

The THOMPSON & NORRIS Co. of Canada, Limited, Niagara Falls, Ont.
Send particulars.

Name .....

C.G. Address .....

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(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

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CECIL T. GORDON, MONTREAL

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 56
AngloB.C. Packing Co., Ltd. 9
Armour & Co. 49

B

Balfour-Smye & Co. 12
Barr Register Co. 9
Beauchamp, Claude 16
Benedict, F. L. 56
Bickle, J. W., & Greening... 53
Borden Milk Co. 3
Bovril Co. 22
Bowser & Co., S. F..... 8
Brantford Cold Storage Co.. 16
Brown & Polson 13
Brantford Showall Window Fitting Co. 10
Breault, Gill & Co. 21
Biscuit & Cracker Mfrs. Co. 56
Brunner, Mond & Co. 18

C

Campbell Brokerage Co. 17
Campbell Bros. & Wilson, Ltd 4
Canada Starch Co. 24
Canadian Fishing Co., Ltd.. 20
Cane & Sons, Wm. 6
Carr & Co. 10
Catelli Co., Ltd., C. H. 58
Chaput, Fils & Cie. 47
Chase & Sanborn 44
Clark, Ltd., W. 11
Coles Mfg. Co. 12
Comte's Coffee 56
Connors Bros. 52
Corneille, David, & Co. 14
Cornish, E. O. 17
Cosmelli & Co. 20
Crescent Mfg. Co. 13

D

Davenport Mfg. Co. 53
Dominion Canners, Ltd. 7
Dominion Molasses Co. .....
Inside back cover

E

Eby-Blain, Ltd. 45
Emerson, Bamford & Co. 56
Escott & Co., W. H. 16
Estabrooks, T. H. 23
Epps & Co., Ltd., James.... 46
Eureka Refrigerator Co..... 20

F

Fairbank Co., N. K. 53
Fearman, F. W., Co. 51
Fenwick, Hendry & Co. 61
Furuya & Nishimura 20
Forbes & Nadreau 21

G

Gorman, Eskert & Co. 19
Grattan & Co., Ltd. 56
Guelph Soap Co. 50

H

Hamblin, Brereton Co. 17
Heinz Co., H. J. 13
Hillock & Co., John 55
Hobart Mfg. Co. 59
Holland Rusk Co. 56
Horton-Cato Mfg. Co. 58
H. & O. Co. 5

I

Imperial Extract Co. 61
Irish Grocer 56
Imperial Oil Co. 58
International Specialty Co... 57
Island Lead Mills 62

K

Kessel Co., F. 56
Kidd, Edward 16
Kilgour Bros. 20
Kirkwood & Co. 15
Knox, Chas. B. 4
Kraut, Adolph 19

L

Lake of the Woods Milling Co. .....Outside back cover
Lambe & Co., W. G. A. 16
Laporte, Martin, Limited ... 63
Leadley, Ltd. 16
Leeuw, Henri de 16
Leitch Bros. Flour Mills, Ltd. 6
Lemon Bros. 59
Lindners, Limited 48
Litster Pure Food Co..... 46
Lytle Co., Ltd., T. A..... 18

M

MacKay, John 59
MacLean's Magazine 57
MacNab, T. A., & Co. 16
McCabe, J. J. 59
McCann & Langford 17
McIntyre, W. E. 56
McLaren, W. D. 44
Magor, Son & Co. 24
Malcolm & Son, Jno. 54
Mason & Hickey 23
Maple Tree Producers 21
Mathieu & Co., J. L. 17
Meyer, Edgar 17
Millman, W. H., & Sons 16
Minto Bros. 5
Morrow & Co. 16
Mott, John P., & Co. 18

N

Nicholson & Bain 49
Nickle Plate Stove Polish Co. 56
North Atlantic Fisheries, Limited 3
North-West Specialty Co..... 16

O

O'Loane, Kiely & Co., Ltd.. 17
Oakey & Sons, John..... 17
Ocean Mills 54
Old Calabar Biscuit Co. 12

P

Paterson & Sons, R. 15
Patrick & Co., W. G..... 16
Peek, Frean, Limited .....
Inside front cover
Pennock, H. P., & Co., Ltd.. 16
Perrin & Co., Ltd., D. S.... 2

R

Raynal & Roquelaure 10
Reckitt & Sons 55
Renfrew Machinery Co. 13
Rennie, Wm. 62
Robinson & Co., O. E..... 56
Rock City Tobacco Co..... 58
Rowat & Co. 54
Ruttan & Chipman 16

S

St. Lawrence Sugar Refining Co. 13
St. Thomas Packing Co. 60
Sanitary Can Co. 19
Simpson Produce Co. 16
Smith & Son, E. D. 14
Smith & Proctor 62
Snap Company 60
Spurgeon, H. G. 16
Stanway & Co., Geo. 16
Stuhr, C. F. 17
Symington & Co., W. 12

T

Tippet, Arthur P., & Co. .. 1
Thompson & Norris Co. of Canada, Limited 62
Toronto Salt Works 56
Tucketts, Limited 6

W

Wagstaffe, Ltd. 64
Walker Bin & Store Fixture Co. 8
Walker, Hugh, & Son 51
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Wethey, J. H. 51
White & Co. 51
White Swan Spices & Cereals Limited 15
Wiley, F. H. 16
Winn & Holland 18
Woodruff & Edwards 60
Woods & Co., Walter 61

Z

Zip Mfg. Co. 12

MONEY MAKERS

There is an extra profit for you here.

Every line mentioned in this advertisement is of the highest quality and as our warehouse must be cleared, we have knocked a little off regular prices just to make a quick remove.

DRIED FRUITS and NUTS

One Carload Evaporated Apples
in 12½, 25 and 50 lb. boxes.

One Carload Evaporated Prunes
Assorted, in 25-lb. boxes from 30-40 to 90-100.

250 Boxes Dates, loose and pkgs.

---

250 cs. Millar's asst. Jams, 1 and 2 lbs.
150 cs. Cairns' asst. Jams, 1 and 2 lbs., 5 lbs.
200 bbls. Mixed Pickles, 20-oz.
Maconochie & Bros., White & Co., etc.
1,091 cs. Imported and Canadian Sardines.

SPECIAL REDUCTION

BARGAIN

140 boxes Oakey's Wellington Knife Polish.
40 c|s Canned Beef, "Davies."
500 boxes Philipps' Select Raisins, 28 and 14 lbs.
75 c|s Antoinette Sardines.
40 c|s "La Tosca" Sardines.
200 c|s "World" Sardines.
15 c|s "Godillot" Sardines.
38 c|s Readymaid Soups.
145 Pails Schepp Cocoanut.
125 c|s Schepp Cocoanut.

JOB JOB

SPECIAL REDUCTION

Write, Phone, Wire at once, at our Expense

Laporte, Martin, Limitee
568 St. Paul Street,
MONTREAL, QUE.
Tel. Main 3766.



Your contented smile will burst into a hearty laugh, when you see the results coming your way, by handling Wagstaffe's New Season's Seville Orange Marmalade and Jelly Shred Marmalade.

Prepared in Copper Kettles

Boiled in Silver Pans

Packed in Gold Lines

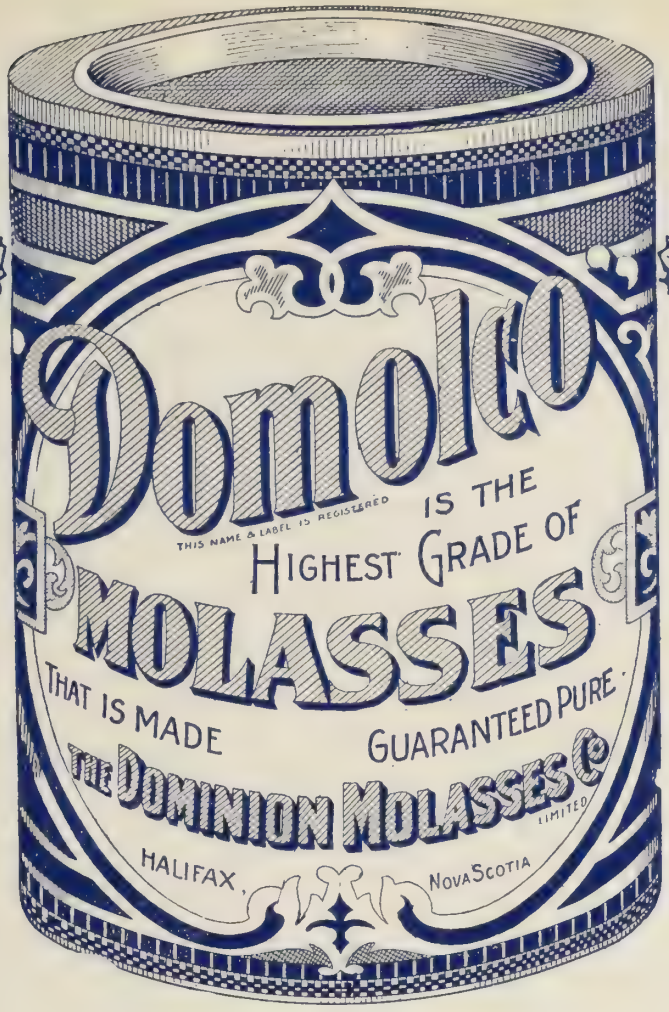
Pails and Glass

Now ready for delivery

REPRESENTATIVES:

W. L. Mackenzie & Co.,	Winnipeg, Man.
McKelvie & Stirrett,	Calgary, Alta.
Dominion Brokerage Co.,	Edmonton, Alta.
Shallcross, Macaulay & Co.,	Vancouver, B.C.
R. S. McIndoe,	Toronto, Ont.
Gordon Miller,	Montreal, Que.
H. M. Wylie,	Halifax, N.S.

Delicious Pure and Wholesome



A High-Grade Molasses

Note the registered label

The people will ask for it

THE TASTE THAT GROWS

Domolco is a high-grade table molasses, especially delicious, pure and wholesome. It has a refined, definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body-builder.

We have spent and are spending a great deal of money in putting this molasses before the public — advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

The Dominion Molasses Co., Limited

HALIFAX, N.S.

Five Roses Flour

Not Bleached Not Blended

WE QUOTE:

Truro, N.S., Nov. 10, 1913.

"I have heard a great lot about your "wonderful cook book from a friend "and would be more than pleased to "get one. I am keeping a boarding "house and have thirty-two boarders. "I have used your flour for TEN "years and would not use any other."

Mrs. Leonard D. MacKenzie,
Carvell Hall, Truro, N.S.



THIRTY-TWO boarders in one house means thirty-two chronic kickers. When you have found a flour that satisfies the infinite demands made upon it by a hungry boarding-house which must keep pleasing its patronage to exist, and when this flour satisfies for years, what greater proof could YOU ask, Brother Grocer?

Unsolicited, mind you, besides enclosing actual money for the FIVE ROSES cook book, Mrs. Leonard D. MacKenzie, of Truro, says she for one will buy no other flour but FIVE ROSES.

There are in Canada thousands of women urging their friends to use FIVE ROSES for every imaginable purpose. Why not turn into actual dollars and cents this loyalty which FIVE ROSES inspires?

Ask your jobber or write nearest office.

PACKED to suit all requirements in bags of 7, 14, 24, 49 and 98 pounds; also barrels of 98 and 196 pounds.

LAKE OF THE WOODS MILLING CO., LIMITED

Montreal Toronto Ottawa London St. John
Keewatin Winnipeg Vancouver

"The House of Character" *Capacity 11,500 bbls.*

THIS IS THE 1,363rd ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, JANUARY 23, 1914. No. 4

The guard *of* Catsup Purity



Sterling BRAND



IT guards the freshly-picked, sun-ripened tomatoes from the highly-cultivated gardens to our well-equipped and sanitary factory without the slightest chance of them losing their truly fine flavor.

IT guards them from their entry into the factory through every stage of the process with the most scientific, automatic machinery, never allowing human hands to touch them, nor allowing them to come into contact with anything that will mar the absolute purity of the finished catsup.

THE Sterling Brand guards both your interest and your customers. Its purity gives you a dollar-winning talking point that will keep your stock on the move.





T. A. Lytle Co., Ltd.

STERLING ROAD

Toronto



More Than 100,000 Merchants

Will tell you the McCaskey System is only One Writing
Prevents Disputes and Forgotten Charges
Every Account Totalled and Forwarded with each purchase
Is an Automatic Collector Limits Credit automatically
Abolishes Bookkeeping—Night and Sunday Work—
Posting and Worry

With Only One Writing **The McCASKEY SYSTEM** *The End of Drudgery*

First and Still the Best

The following New and Exclusive MECHANICAL FEATURES

are on the

McCaskey Register Only;

The Expansion Feature—
Alphabetical, Numerical and Interchangeable Index.

Electric Recorder—Duplex Section
containing Accounts Payable under lock and key.

Kwikfind Non-Slam Leaves

Daily Trade Builder

Indestructible Patented Leaf Hinges

THE

Dominion Register Co.

TORONTO LIMITED ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World.





Why not pull greater results by handling the higher quality fish products—"Thistle" Brand

Fish foods are an all-year-round staple, and the dealer needs only to give "Thistle" Brand products a little prominence in display and introduction to insure continued and profitable sales. People enjoy eating the sweet-tasting, ocean-flavored "Thistle" Brand Fish.

"Thistle" Brand Haddies, Herrings, etc.



are the select of the catch and are prepared and packed right at the water's edge a few moments after they leave the water.

Besides, being prepared in a most scientific and sanitary factory, they are packed in the most improved seamless tins, which further help to preserve their excellent flavor.

Your patrons will appreciate "Thistle" Brand sea foods, and you will get the benefit of more sales and profits.

Your wholesaler handles——get a supply at once.



Arthur P. Tippet & Co.

Agents

Montreal Que.

Actual Photo of Perrin's Dairy Cream Sodas



Actual Photo of Box

Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA



For culinary purposes

Borden's "St. Charles," "Peerless" and "Jersey" Brands of Evaporated Milks are not only used for tea, coffee and cereals at the table, but they are used for all cooking and baking purposes.

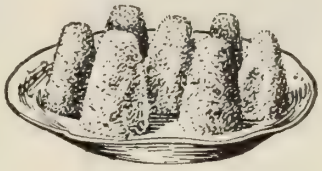
Housewives appreciate their convenience and economy.

Encourage your patrons to use this quality milk for culinary purposes. They will be pleased with the results and become steady buyers.









Borden Milk Co., Limited

"Leaders of quality"

MONTREAL

Branch office: No. 2 Arcade Building
Vancouver, B.C.

LENT



Starts 3rd week in February

You Can Cash In On Fish

Start now. Set aside a small amount of space for display and let your customers see that you carry a neat stock. Call up your best patrons on phone, and say, "Madam, we have just received a few boxes of plump haddies, fillets, etc. The price per pound is much below that of meat, and the change will be appreciated." This style of things will **create business.**

OCEAN BRAND

HADDIES KIPPERS BLOATERS FILLETS

Are really extra! Ask your wholesaler.

NORTH ATLANTIC FISHERIES, LIMITED - Montreal

Just the time to feature

Brand's Essence of Beef and Beef Bouillon

This essence consists solely of the juice of the finest meat, extracted by gentle heat, without the addition of water or any other substance whatever. It contains, therefore, the most stimulating and exhilarating properties of the meats, calculated to invigorate the heart and brain immediately. They are best taken cold, and should be kept previous to use in a cool place—if possible on ice—administer by a teaspoon.

BRAND'S BEEF BOUILLON is another of Brand's line of delicacies that is pulling sales and profits for the dealer who handles.

Let your customer know you handle these specialties; a display will work wonders.



By appointment to his Majesty King George V.
—Purveyors to H.M. the late King Edward VII.



Brand & Co., Limited

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, - VANCOUVER
LADLAY Limited, 332 Bannatyne Ave., WINNIPEG
NICHOLSON & BAIN, - REGINA, SASKATOON
HOLLOWAY & REID, EDMONTON
A. J. MACDONNELL & CO., CALGARY

Royal Shield Specialties

JELLY POWDERS, BAKING POWDER, TEAS, COFFEES, ETC.





Royal Shield Brand Jelly Powder, like all Royal Shield specialties, is making an increasing circle of friends. Every day brings fresh conquests for these well-known Western lines—Royal Shield Jelly Powders, Baking Powders, Extracts, Teas, Coffees, etc., which are manufactured by us.

Our wholesale houses are so centrally located that we can serve all points of the West with the utmost despatch.

Royal Shield Service is the best. Royal Shield Values are unequalled.

Campbell Bros. & Wilson, Ltd.
WINNIPEG Est. 1882
Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Adams, Ltd.
SASKATOON
Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Packers of ROYAL SHIELD BRAND OF GOODS

Sell a case at a time

"Simcoe" Baked Beans

If not a whole case, suggest a dozen (½ case), say an assortment of "Simcoe" Baked Beans in their different styles, Plain, Chili Sauce and Tomato Sauce.

Selling larger quantities means less handling and a more substantial profit.

By having a case of "Simcoe" Baked Beans your customer is always ready for an emergency, having on hand, as a food supply, a delicacy that is relished and enjoyed by all.

"Simcoe" Baked Beans are winners everywhere. Always keep a good supply on hand.



Dominion Canners, Limited

Hamilton, Canada

Our Seal TUCKETT'S SMOKING Tobacco



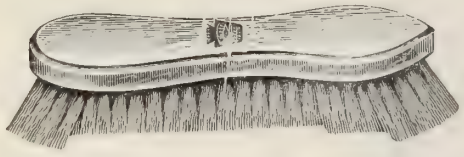
A money-maker for your tobacco department

A case full of Tuckett's tobacco will more than justify the expenditure on stock and space taken, for a small tobacco department will produce a good profit and draw the men's trade. Any smoker will prefer to deal with a grocery store handling tobacco to one that doesn't. After all it's the man who earns the money and pays the bills. Stock "Our Seal" tobacco for the particular man.

Your Wholesaler has it.

TUCKETT LIMITED

Hamilton, Ont.



The above cut shows an article of daily use in every household in Canada. We specialize on

Scrubbing Brushes

and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the KEYSTONE BRAND.

Stevens-Hepner Company

Limited

Port Elgin, Ontario.



EVERY POUND OF ANCHOR BRAND FLOUR

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake, Manitoba



JAM AGENTS

ONE RESPONSIBLE DISTRIBUTOR WANTED IN EACH OF THE LARGE DOMINION CENTRES.

KING (Brand) JAMS

are made from the finest selected fruits, and every container carries a full guarantee from us.

We are not boasting when we say we have an absolutely genuine proposition to offer the trade, and a better quality jam than any offered on the market to-day.

One of Canada's oldest and most reputable wholesale houses has just placed an order with us amounting to $3,000. That speaks for itself.

WRITE FOR PROPOSITION **WRITE FOR PROPOSITION**

Labrecque & Pellerin, Montreal

Make yours a neat, attractive, trade-pulling store with "Walker Bin" Fixtures

Get the most out of your store space. Don't make customers wade through an unsightly mass of boxes, baskets, etc., piled round on the floor. Make shopping a pleasure for your patrons—display your goods scientifically, get the most out of your display space. A "Walker Bin" System will save 25% of your floor space, improve your service 100%, and make selling a real pleasure. It pays for itself in a short time.
We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

Walker Bin & Store Fixture Co.
LIMITED
Berlin, Ont.

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS



Store of J. E. B. Wilkinson, Saskatoon, Sask.



Length, 425 feet. Height, 115 feet. Depth, 120 feet.
Capacity: 200,000 Barrels a year.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Convinced that the time has come for Canada to possess a large, modern Brewery, equipped for the production of beer to equal the best imported beers—a group of Canadian business men—after devoting three years of study and effort — helped by experts and with large Capital at their disposal—have erected and equipped the monumental brick, steel and cement brewery buildings, located opposite Mile End Station—which will be known as

THE FRONTENAC BREWERIES

This model Brewery, in charge of expert brewers, now produces

FRONTENAC BEER

The Peer of the best imported Beers. Domestic in price—Imported in quality.
Frontenac Beer on sale October 21st.

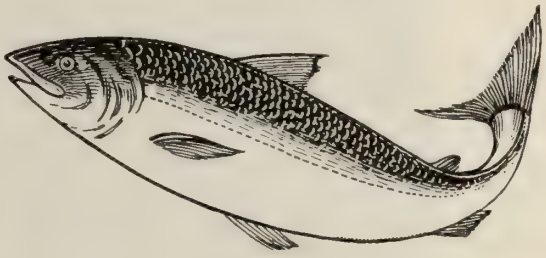
THE FRONTENAC BREWERIES LIMITED, MONTREAL

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**







Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately

Quality is Our First Consideration

——ASK FOR——

Kelly's Pure Tropical Fruit Products

Direct from Honolulu—"The Land of Sunshine and Flowers"

GUAVA JELLY
GUAVA JAM
GUAVA SYRUP
PAPAIA and PINEAPPLE MARMALADE

REGISTERED HK TRADE MARK

IN SEASON:
MANGO CHUTNEY
(Sweet or Hot)
POHA JAM
POHA JELLY

KELLY'S pure Hawaiian GUAVA JELLY.
A nonpareil preserve of Nature's most elusive flavor (Guava) means alluring deliciousness.

KELLY'S GUAVA PRESERVES
Are the earth's finest guavas boiled with pure sugar and jellied DIFFERENTLY.

¶ Hawaii's warm, even climate has made it the cradleland of the earth's finest sweetmeats. On its rugged slopes GUAVAS flourish in wild profusion.

¶ When blended with the pure native sugar, the jelly is the WORLD'S BEST.

Guaranteed under the Pure Food Laws of the U.S. and of Australia

W. H. ESCOTT CO. LIMITED, WINNIPEG

Sole Agents for Canada

Brokers wanted for Eastern Wholesale Centres



Your contented smile will burst into a hearty laugh, when you see the results coming your way by handling

WAGSTAFFE'S

New Season's

SEVILLE ORANGE MARMALADE

and Jelly Shred Marmalade

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.

PACKED IN GOLD-LINED PAILS AND GLASS.

NOW READY FOR DELIVERY.

WAGSTAFFE LIMITED

HAMILTON

CLARK'S

MR. GROCER, can fill your shelves with the finest assortment of Meat delicacies procurable.

CANNED MEATS THAT SELL

Corned Beef
Roast Beef
Boiled Beef
Roast Mutton
Boiled Mutton
Jellied Veal
Lunch Ham
English Brawn
Veal Loaf
Beef Ham Loaf
Beef Loaf
Boneless Pigs' Feet
Minced Collops
Beef Steak and Onions
Jellied Hocks
Stewed Kidney
Irish Stew
Cambridge Sausage
Sliced Smoked Beef
Potted and Devilled Meats, **all varieties**
Mincemeat
Picnic Pates
Tongue, Ham and Veal
Soups (Concentrated)
Boneless Chicken
Chicken's Breast

OX and LUNCH TONGUES in all sizes, Etc., Etc.



Clark's Pork and Beans

Order Now



W. CLARK, LIMITED, MONTREAL

Hold your tea order till our traveller calls

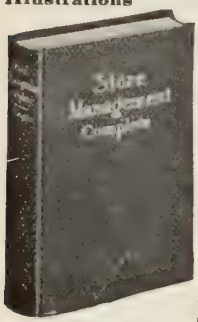
We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:
CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

John Duncan & Co.
Montreal

TEAS

of all grades from every tea producing country in the world.

Ask us for Samples.

SYMINGTON'S SOUPS

are just ideal where nourishment and warmth and ease of preparation are valued.

Contents of one packet make a quart of rich, nourishing soup, a plateful of which, with bread, offers a delicious, sustaining meal

There are eleven varieties—each distinctive, each delightful

Mulligatawny, Scotch Broth, White Vegetable, Lentil, Pea, Tomato, Ox Tail, Green Pea, Celery, Onion, Mock Turtle

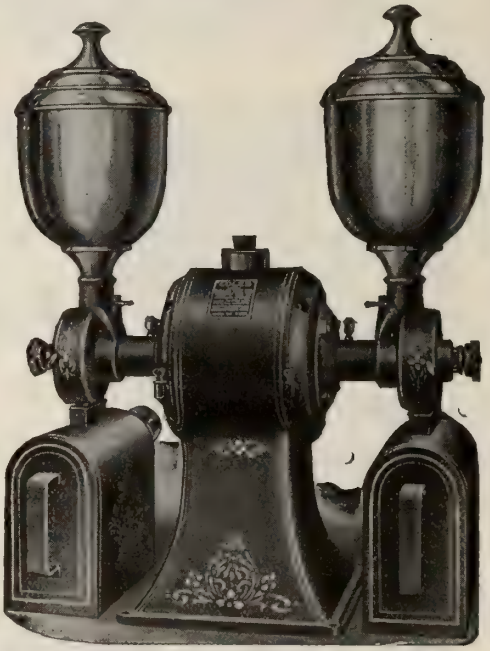
Agents:
F.E. ROBSON & CO.
25 Front St. E.
Toronto

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO
1615 North 23rd St. PHILA., PA.

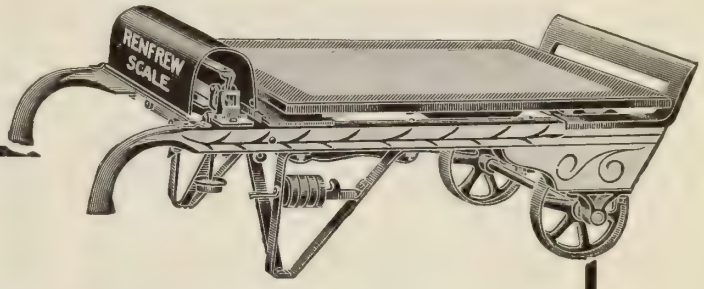
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence

100% Pure Cane.

Have you tried the Dollar Bag?

The Renfrew Truck Scale Saves Time



Wholesalers, produce men, shippers of all kinds of goods, will find the Renfrew Truck Scale a time-saver. You can weigh the goods right on the truck and then wheel them to the wagon. This truck scale is so constructed that it easily mounts its load. Weighs accurately on even or uneven ground or floor. Weighs anything from 1 lb. to 2,000 lbs.

Staunchly, yet not heavily built. Write for descriptive booklet and price.

The Renfrew Machinery Co., Limited, Head Office & Works, **Renfrew, Ont.**



"Cow Brand" Means Soda Purity

Careful cooks insist on this famous, well-proven soda. Are you prepared for the present and fall soda demand?

YOUR JOBBER HAS "COW BRAND."

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

CENTURY SALT

TRADE MARK

adds the zest to the juicy beef

The crystals of Century Salt are pure as can be distilled. Every little detail in the processing is superintended with great care. No impurities can get into Century. Century Salt costs no more than inferior salt, and gives the higher degree of satisfaction to the customer.

Packed in small cotton and large 50-lb. duck bags and 100-lb. sacks. We ship promptly.



THE DOMINION SALT Co LIMITED
SARNIA ONTARIO

Customers say

"That's It"

when they see a display or if you show them a jar of E. D. S. Jam or Jelly.

The customers know the popular trade-mark because they have seen it advertised. Thus it is easy to make the first sale of E. D. S. fruit products.

The quality and pure fruit deliciousness brings them back for more. Stock today.

E D S

Made only by

E. D. Smith & Son
Limited
Winona, Ontario

AGENTS:

Newton A. Hill — Toronto
W. H. Dunn — Montreal
Mason & Hickey — Winnipeg
R. B. Colwell — Halifax, N.S.
J. Gibbs — Hamilton



Business Development

¶ Do you ever feel that your present occupation prevents the development of your business talent?

¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

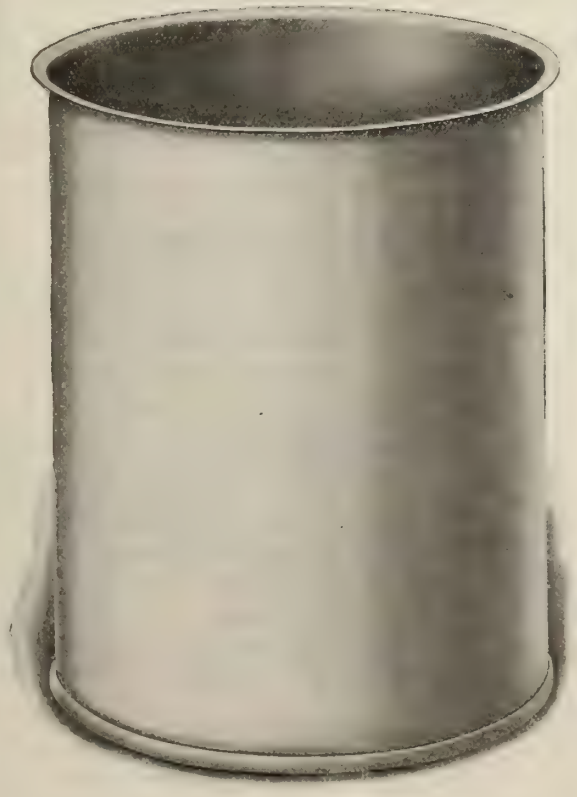


A Quick Counter Trade

is the basis on which every successful grocer builds. It's unusual excellence is creating new counter custom everywhere for GIPSY. And for nobody more successfully than the wide-awake dealer, who swells his turnover when he displays and recommends

GIPSY Stove Gloss

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Creeden & Avery, 118, Homer Arcade, Vancouver, B.C.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Headquarters for White Beans and Evaporated Apples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

HENRI de LEEUW
Merchandise Broker,
28 Front Street East, Toronto.
I solicit agencies for the following lines: Peas, Beans, Canned Goods, Apples, Corn, Oats, etc. First-class references given all over the world.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton, Limited
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg, Man.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG, MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

A want ad. in this paper will bring replies from all parts of Canada.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA—Continued.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

Agencies Wanted
We know the retailers as they should be known. Do you want our connection? **Only quality lines handled.**
The W. B. Lothian Co.
1332 Board of Trade Building,
MONTREAL

BRAND  STUHR.

STUHR'S
CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., Hamburg.
Indents through European Exporters only.

You can talk across the Continent for two cents per word with a want ad. in this paper.



OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

We advertise the many uses of MAPLEINE



telling how deliciously it flavors cakes, frostings, ice cream, desserts and Sugar Syrup.
Order from your jobber, or
The Crescent Mfg. Co.
SEATTLE, - WASH.

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

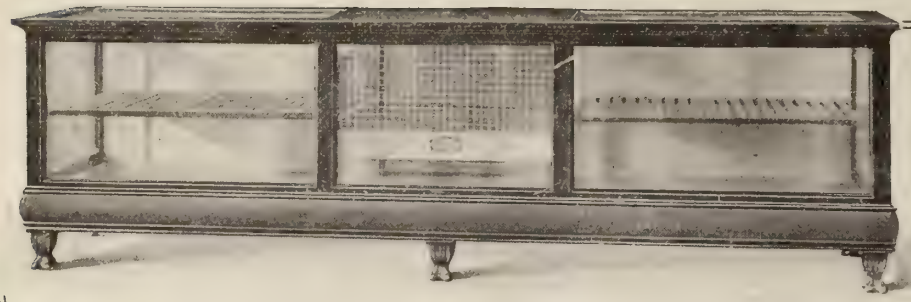
Every Merchant who handles—
Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....



This is the "Arctic" Silent Salesman —made 6, 8 and 10 ft.

Saves Money Sells Goods

Here is the solution to your problem of keeping perishable goods before your trade where they will sell readily and without deterioration. The Arctic Show Case is scientifically constructed, giving the maximum amount of dry cold circulating air for the ice consumed.

John Hillock & Co., Limited
TORONTO, ONT.

Agents: Quebec and Maritime Provinces: Wolf, Sayer and Heller
Western Ontario: J. H. Galloway & Co., Hamilton

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY
143-149 University Avenue, :-: TORONTO, CANADA

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

We are Fishing all the Time for Orders—We have the Bait

PINK CHOICEST SALMON, ½s tin, 8 doz. per case,
Only 45c doz.

SARDINES

Some think there are none to be had, WE HAVE THEM.
BRUNSWICK, ¼s tins, Canadian pack
CASARCO, ¼s and ½s tins, Canadian pack
TROTTINETTES, ¼s, French Sprats
PRINCE OF WALES, ¼s, Belgian Sprats

NORWEGIAN PACK, Oil and Tomato, ¼s
STAT, "good quality"
SOLA and RECORD, "finest quality"

PORTUGUESE PACK,
MARIE ELIZABETH, ¼s club and ½s tins
APERT Brand, small and large,
¼s and ½s, bones and boneless.

PORTUGUESE PACK,
CASCADEC Brand,
¼s and ½s tins, bones and boneless.

FRENCH PACK,
Genuine TREFAVENNES, 1/4s and 1/2s tins.
YACHT Brand, Bezier's Packing,
1/4s tins, Amer. 1/4s and 1/2s tins,
boneless, boneless and skinless.

ENGLISH SPRATS,
1500 cases 1/4s,
TO ARRIVE in January, February, March.

WE HAVE THE ASSORTMENT
GIVE US YOUR BUSINESS, WE CAN HANDLE IT, WHETHER SMALL OR LARGE
PRICES ALWAYS RIGHT.

L. CHAPUT, FILS & CIE, Limitee

WHOLESALE GROCERS and IMPORTERS, MONTREAL

Established in 1842

JAPAN TEAS

Furuya & Nishimura



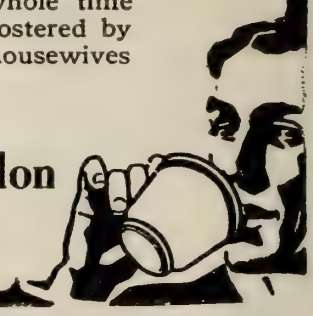
SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.



The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH — FROZEN FISH
SMOKED FISH — SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

EUREKA

REFRIGERATOR CO.

TORONTO

YOU get the benefit of 28 years of experience. The Eureka Patented Refrigerator is without an equal, and perishable goods will keep better than in anything else made. It will pay Butchers and Grocers to write for Catalogue and prices, and have a Eureka Refrigerator installed and ready before the warm weather comes. Every Refrigerator is guaranteed by the Company.



Eureka Refrigerator Co., Limited

4 Noble Street, TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076
Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fo t William, Hamilton Calgary, Moose Jaw, Saskatoon

The Population of Ontario is
2,523,274 PERSONS

The consumption of tea at four and one-half lbs. per head is

11,354,733 LBS.

The consumption of "SALADA" last year in Ontario alone amounted to
3,528,165 LBS.

that is, every third pound of tea sold in the Province of Ontario last year was "SALADA." And the trade is growing as it has for twenty-two years.

"SALADA"

LONDON, ENG. 41 Eastcheap | NEW YORK 100 Hudson St. | BUFFALO 78 W. Genesee | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia

No success like a lasting success

Rideau Hall Coffee is a decided success with the coffee drinker and a success in sales and profits for the dealer—a success that continues year after year.

RIDEAU HALL COFFEE

is carefully blended by men of integrity with long experience. The customer gets overflowing value in every cup.

Send for a trial order. Rideau Hall Coffee fills the popular want.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG



The Knowing Dealer



recommends, pushes and backs up "Purity Salt." Both "Purity" (free running) package salt and "Purity" salt in cotton bags. The reputation and superior quality of these lines make them easy to sell.

The Western Salt Co.
LIMITED

Courtright, Ontario



It's a compliment to the good judgment and taste of the modern housewife to suggest KEEN'S OXFORD BLUE to her, for she knows it is the "Old Reliable."
Don't let your stock get low.

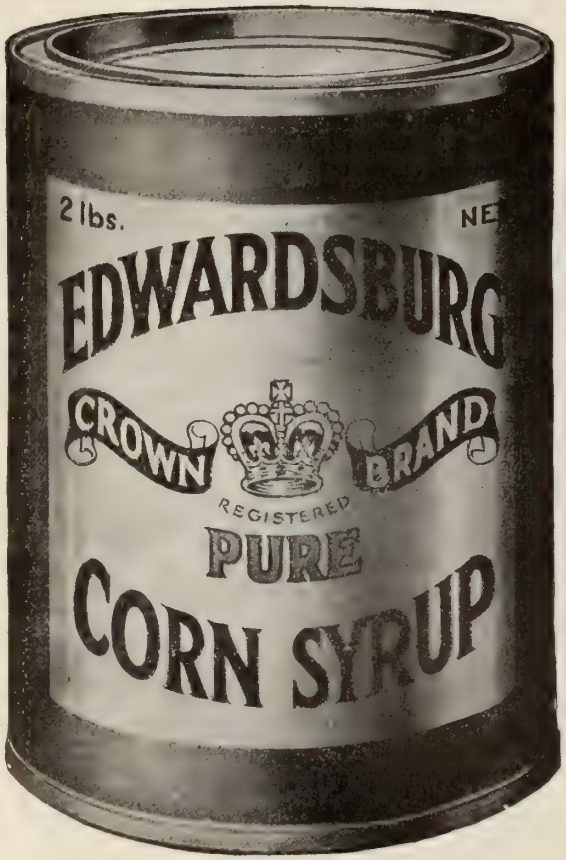
Keen's Oxford Blue Never Deteriorates.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal **30 Church Street, Toronto**

Agents for the Dominion of Canada



Successful Sales

are those which are backed up with the right goods.

Crown Brand Corn Syrup

once sold to a Customer means **repeat orders.** You can particularly recommend CROWN BRAND to those of your customers who have growing boys and girls.
Have you enough "CROWN BRAND" on your shelves?

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

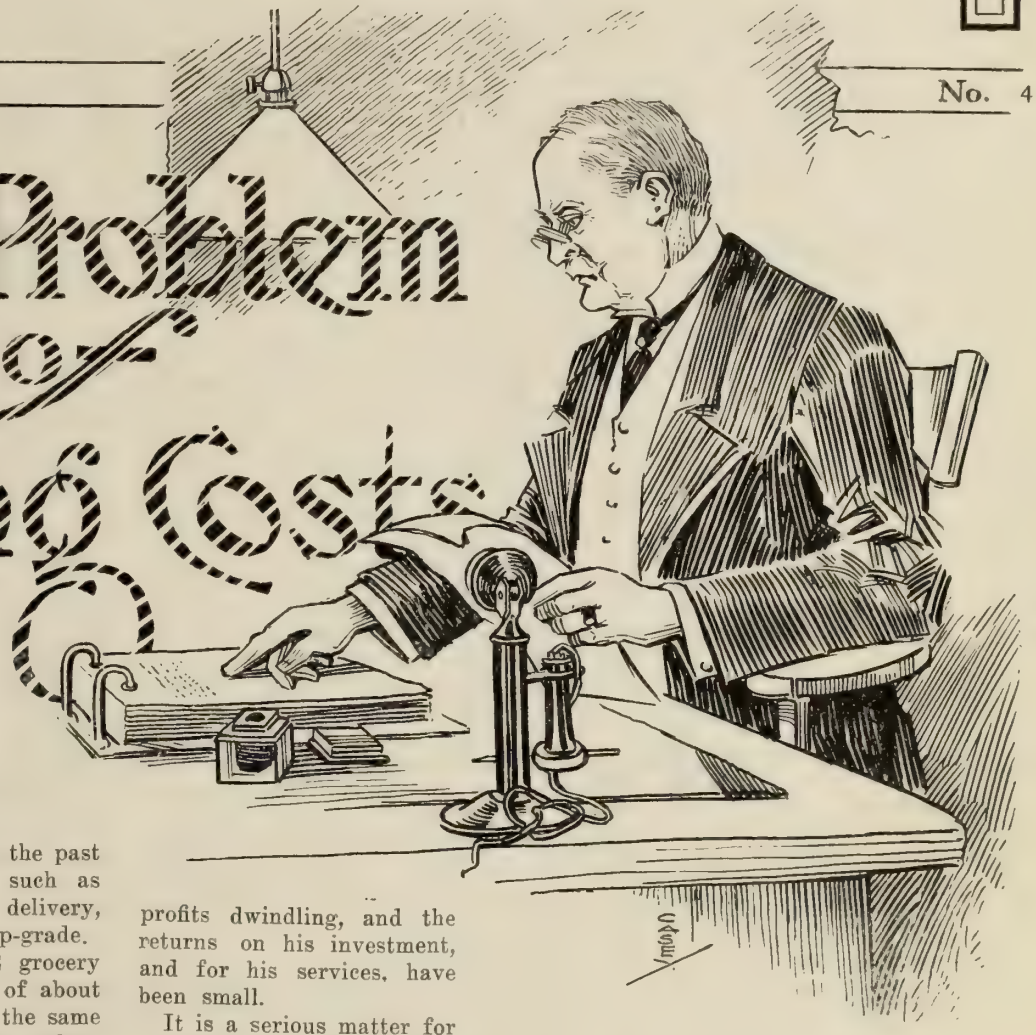
Cardinal and Brantford

Montreal, Toronto, Calgary, Vancouver

CANADIAN GROCER

VOL. XXVIII No. 4

The Problem of Rising Costs



ONE of the most important problems confronting the retail grocery merchant to-day is that of keeping down the percentage cost of doing business.

It is well known that during the past few years, overhead charges, such as salaries, rents, expenses of delivery, taxes, etc., have been on the up-grade.

Ten years ago, a Grade 2 grocery salesman commanded a salary of about $6.00 per week. A clerk with the same qualifications to-day commands a salary of $12.00 per week.

The junior clerk of ten years ago received from $2.50 to $3.00 per week and was perfectly satisfied with such a salary. To-day he receives from $5 to $6 per week.

Costs of delivery have also increased rapidly (except in the case of some firms who report that this has been prevented by the introduction of auto delivery), salaries of drivers are higher, wagons, harness, feed, etc., have also advanced in price, while first-class delivery horses also command a very high figure.

Rents have advanced rapidly, and in some cases there are merchants who are paying double the rent they were called upon to pay a few years ago.

The rapid increase in overhead expenses has, in many cases, encroached upon the margin of profit to such an extent, that the merchant has found his profits dwindling, and the returns on his investment, and for his services, have been small.

It is a serious matter for a merchant, when he finds his overhead expenses increasing, his gross turnover showing little or no increase, and his net profit growing smaller.

When a merchant reaches this stage, he must get down to business and find a remedy, or sooner or later go out of business.

The Solution.

One prominent retail dealer when interviewed by Canadian Grocer gave his views on the subject.

This dealer, who has a large business, reports that his average cost of doing business runs between 19% and 20%.

He has found that during recent years the cost of help, rent, etc., has increased rapidly, but he has managed to keep his percentage cost of doing business around the same figure year after year.

He has succeeded in doing this by "Plugging up the Leaks and Increasing Sales," which forms a slogan that could and should be taken up by all retail merchants.

By introducing an efficient system, he has eliminated all leaks. He has also paid strict attention to the selling end of the business, and has succeeded in showing an increased turnover each year.

By plugging all leaks and increasing sales this dealer has kept his average cost of doing business from going up.

By increasing his advertising, making better use of show windows, and employing a first-class mailing list, which he uses to good advantage, together with efficient store service, and close attention to all details of his business, he has shown a wonderful increase in sales.

(Continued on page 34.)

but, nevertheless, he has so far been able to keep his percentage cost of doing business down to a fair figure.

The dealer in question has not been slow in taking advantage of the opportunities afforded him to increase sales by adding new lines.

When a new line, which he considers a good one, is offered to him, he is not slow to take up the line and push its sale aggressively.

One or two of the new lines which have helped him out are dustless mops and dusters, and, besides, he has pushed more strongly fish, confectionery, provisions, etc.; also many other lines for which there has been a ready sale during the past few years.

He studies the needs of his customers and is always on the look-out for new lines of goods. It might be a good idea to mention right here that the merchant referred to is a constant reader of trade papers, and receives many valuable suggestions through this source.

On the other hand, there are dealers who have not been so fortunate, and in some cases they alone are to blame.

With the cost of doing business advancing rapidly they have been running along in the same rut, doing very little to secure new business, or push new lines and allowing what should be net profit to be eaten up in overhead cost of doing business.

There are also retailers who are afraid to add a reasonable profit to their goods. This should not be the case. Dealers should always remember that 20% of the turnover means 25% of the cost, a fact which is often overlooked.

The location of a store has a great deal to do with the cost of doing business. Merchants in the larger towns and cities very often have to pay heavy rents. The districts into which goods have to be delivered are much more scattered in some towns than in others. There is often a great variation in the valuation of properties in towns of corresponding sizes.

Conditions and expenses vary to a great extent, but it is generally conceded by retail grocers that the average cost of doing business should not (except in a few cases) exceed 17 or 18 per cent.

Merchants have been exceedingly fortunate in having many new opportunities during recent years to increase their turnovers by selling many new and profitable lines which have been introduced, and also new business created by the many new conditions arising in a rapidly-growing country like Canada.

Canadian Grocer has devoted considerable time in gathering data from merchants engaged in other lines of business as well as in groceries.

Department stores have also been visited and some of the information secured will no doubt prove interesting to grocery merchants, and perhaps bring out matters with which the grocers are confronted.

GOING INTO IT AT ONCE.

A Canadian manufacturer who lately has acquired a big interest in a departmental store when asked for particulars as to rising costs, said:

"I cannot tell you now, but the moment we get over our Christmas rush I am going into it along the lines you were asking me, to get at the exact cost and percentages of everything. I have found that comparatively few stores go into the question of 'selling costs' in anything like the detail that a manufacturer does into 'making costs.' Hereafter we shall do it in this business."

Selling costs going up?

The owner of a large dry goods store in one of the leading Canadian cities stated that his books showed he was paying $1.90 in salary where he paid $1.00 in 1907, an increase of 90 per cent. in six years.

Another, head of a departmental store, named 50 per cent. in the past five years for the same type of clerk. Another made it 40 per cent. in five years, and nearly 90 per cent. in the last ten years.

In a smaller city the manager of the firm submitted the following figures:—

Year.	1. Wages.	2. Wages.	3. Wages.
1906 ..	$7-$8	$10	$14
1913 ..	$12	$15	$18-$20

The three classes represent three grades of salesmen.

This manager declared that in spite of a constantly increasing turnover, his cost of doing business was advancing more relatively, and was now between 20 and 25 per cent. of the turnover, and his salary list at present represented 12½ per cent. of this.

Another firm gave $12 as the figure for the salesman of 1893 who would command $25 to-day—an advance of over 108 per cent.!

The question of rents was not so obvious a one as was the salaries of employees, when discussing rising costs. Canadian Grocer found many merchants, some of them in very large stores, doing several hundred thousand dollars a year, perhaps up to one million dollars turnover, where the "rising costs" situation was not aggravated by thrusting in the rent upon "rising" salaries, delivery, advertising, taxes, etc. "Let well enough alone," seemed to be the guiding motto. In one case an annual rental of $1,500 had been paid ten years ago. Shortly after the firm had bought the property and still kept the rent fixed to itself at $1,500, although admitting that $5,000 was the real figure to-day!—What any new owner would have charged. Selling costs were reduced $3,500 on paper, but it surely was robbing the real estate end of the business to make the merchandise end show up better on paper—not intentionally, for the same man owned both, but it was a reversal of bookkeeping that failed to get down to rock bottom in fairly adjusting the expenditures and net profits of the whole undertaking. Had the maximum rental been allowed, the "selling costs" would have had to be increased from 2 to 3 per cent. of the turnover.

In a smaller store, in a large city also, an inquiry as to costs of doing business showed that the rent was being neglected absolutely, for the head of the firm owned his quarters.

Costs of Delivery.

The rising costs of delivery, although in the majority of cases not known accurately, are not being minimized in many stores.

"Twenty-five per cent. advance in five years," is a common reply. This does not mean "actual" advance, for the total cost may have doubled, and often has, and more; but for the same amount of business done in 1907-1908 the cost of delivery now is 25 per cent. more in these stores.

And this is probably a low estimate. One merchant who does business well into six figures, says that where less than fifteen years ago he did all his deliveries with three boys and wheels, now he has four men and wagons. And the boys used to get about $2.50 and the men now get $12 as a minimum.

"The whole fashion of delivering parcels—for it has come to that—has changed," was one statement. "Women simply won't take the smallest things home now; they want even a package of pins sent, and often as not C.O.D. This has made costs of delivery go up far more than the extension of the territories in so many of our cities, which, itself, is one of the chief causes of expense. Even vanity, whose real extent it is impossible to trace, adds to the total. One evening I was on the outskirts, several miles away from this store, when I passed a house and saw two of our rivals' delivery wagons drawn up outside the gate. A few minutes later one of our own deliveries arrived. Three wagons, going miles, to divide up one dollar's worth of goods, which was about the capacity of this woman. I mention this simply because curiosity prompted me to inquire a little, and I found she did this to make her neighbors think she was a big shopper. That's part of the uncontrollable expenditure a merchant is up against to-day, and he has to watch more keenly than ever to make up by saving in every other possible direction."

More Readers Tell of 1913 Business Conditions

Reports Are Quite Favorable and All Look Forward to Good Business in 1914—Experience of an Edmonton, Alta., Firm on Getting After the Christmas Trade Worthy of Special Note.

SINCE the issue containing the replies on business conditions during 1913 went to press several more letters have been received on the question from Canadian retail grocers. The replies of some are herewith appended, and while they indicate that the same progress as made in 1912 was not general, yet they show a remarkably fine record for a year that was alleged by many to have been a bad one:—

People Economizing More.

DIXI H. ROSS & CO., Victoria, B.C., per J. D. Jay.—While we do not wish to say that business was not good in 1913 yet it did not come up to previous years such as 1910, '11 and '12. Owing to the great real estate boom here during those years property changed hands so often at a very great advantage to the seller, that money really did not have the same value. While money was so freely in circulation people did not really consider the actual cost of living. In 1912 they commenced to economize, therefore the great cry of high cost of living commenced, and everybody seemed to curtail in buying so extravagantly, and of course naturally, it seems harder to any individual to economize after such a prosperous period. 1913 appeared upon the scene and at its approach everybody was permeated with the idea that the same would be a "hoodoo" year. Therefore, it was so strongly imbedded in the minds of some people. Even where there was no real cause for curtailment, they naturally thought they had to.

Collections, of course, followed in the same channel and were not up to former years. Christmas was generally good, but came with a rush about three days before Christmas.

Prospects for 1914 are generally good. A great many people will be over their general fright by this time. Of course the situation here varies so much. You cannot classify it with the general conditions of the country. This is more of a residential city with much capital but I believe the capital has been extensively invested in outside companies, loans, mortgages, etc. In 1914 we are promised a great shipbuilding yard, also several big building operations that really ought to clear the air of all gloomy thoughts and fill us with the desire to get up and be doing. The trade generally will be more solid and capable of putting on a bolder front owing to the gleaning out of all weaker contestants. With regret several of them have gone to the wall and in their dying efforts they demoralized the trade by cutting and actually selling goods below cost. But we hope in the future that the past will be soon forgotten and that we shall live to see the year of improved activity which is bound to come to Victoria. Fair competition we encourage.

* * *

ACTON BROS., Victoria, B.C., per W. Acton.—Victoria like everywhere else in Canada felt the depression during 1913. The money stringency stopped a deal of projected work, so with a smaller payroll, the volume of business done the latter part of the year was a little less. I personally watch collections and have not found it much harder than usual getting my accounts in.

We were very much surprised at the volume of our Christmas business. No one would have thought there was such a thing as money being tight by the way the public spent it around the festive season. I think as far as Victoria is concerned, that the prospects are very bright for the future months although

A Bright Business Report

The Acme Company, Limited, Edmonton, Alta., per John E. Livingstone, manager of the grocery department, reviews the situation in detail as follows:—

I am proud to be in the position to state firmly and distinctly that the year just closed has been the best year in every way so far that our department has experienced. Our sales over the year 1912 will show an increase of 35 to 40%, which I consider very satisfactory, considering the so-called depression that has been for several months past.

Christmas business was exceptionally good and our sales for the month of December show a net increase of about $1,700.00 over the corresponding month of last year. We started out in our Christmas business determined to make the best yet. Our display was very attractive and all in good order by the last week in November so that we took good time, which I consider is the best asset one has for Christmas business. We took deposits on all our expensive bon bons and expensive chocolates early in the month, and urged our customers to make an early selection, which I am glad to say they did, with the result that on Christmas Eve we were in the position that all our bon bons were sold, and all our Christmas stockings and most expensive candies. Our Christmas stock was 40% heavier than in 1912, and more high-class and expensive.

It is rather early in the year to make any remarks re the business prospects. Personally I am looking forward with confidence to 1914, that it will be a good year in all senses of the word and when it closes we will be able to say as of 1913, "the best yet."

Our grocery department here is thoroughly organized and with a staff of efficient and experienced clerks, who are anxious at all times to serve the people to the best of their ability; we hope to increase our business steadily month by month. We are starting in now to enlarge our department, and taking in about thirty feet more space, and hope to be all through by the end of January. We are going to do business on straight business methods and give our people full value for their money and trust in us. We purpose during 1914 to maintain the high standard of our business here. We will run no special sales, and on every article we sell we purpose to make a fair percentage of profit (except in very special cases).

it will take a little time to get things moving.

* * *

Kelowna Merchant Ahead.

THE McKENZIE CO., Kelowna, B.C., per Geo. S. McKenzie.—The volume of business with us during 1913 was much ahead of 1912, and I feel I am safe in saying that in our city and district business was considerably larger than in 1912. Collections have been good. The money stringency has had the effect of making people careful and we find them buying what they need and not always what they want, with the evident intention of paying for their goods.

Christmas trade on staple articles and on bulk and package chocolates was infinitely better, and we found luxuries slower but on account of conditions we were prepared for that. We find the people spending money very carefully. Wholesalers and bankers are going slowly. People are paying cash much better than formerly and if money loosens up as we think it will in March, it should be a great year. Otherwise a steady safe business will result.

* * *

CLIFT BROS., Melfort, Sask.—We think the prospects for 1914 are bright. On account of so much mild weather this year, people have not had to spend so much money in heavy goods and they seem to have more to spend on foodstuffs. Collections have, however, been a little disappointing.

* * *

R. P. BOAKES, The City Grocery, Estevan, Sask.—The volume of our 1913 business was better by 25 per cent. than 1912. Collections were fair and Christmas trade a shade less. For the future prospects are exceedingly bright with us.

In connection with these replies Mr. Boakes further explains the situation as follows:—

"Collections were fair only, although I believe the farmers on the whole are now in a better position than ever before, as they have paid a lot of old debts.

"Christmas trade as compared with last year was 10 per cent. less, although the week before Christmas we handled the same amount of cash as in 1912, owing to some slow accounts coming in and making the difference; then, again, there was a big sale on in our town, which, perhaps, made some difference.

"The prospects for 1914 are, I believe, better than ever. I think things are on a sounder basis, and people will buy more in accord with their means, and so keep their accounts down, which will help retailer and wholesaler in the long run."

* * *

F. R. MACMILLAN, Saskatoon, Sask.—I have found that sales in the grocery department for 1913 show a considerable increase over 1912, but would point out, however, that from July to the close of the year each month has shown a slight decrease. I account for this decrease by the decline in the transient trade which patronize hotels, restaurants, etc., this having fallen off to a marked degree. The months of November and December show a considerable increase over September and October, and the early part of January appears to be maintaining this same increase.

In regard to Christmas trade would point out that I have had the most successful Christmas trade up to present. I look forward to the year 1914 as being a safe and sound year. It would appear that a great many small grocers are being weeded out on account of financial difficulties and taking this into consideration, together with an easier money market it seems reasonable to expect a volume of business which will at least be equal to 1913.

* * *

1914 Starting Out Well.

D. W. CLARK, Avenue Road, Toronto. In volume, my business was about 5 per cent. better than in 1912. Collections were good and it did not seem any more difficult to get money than during the previous year. Christmas trade averaged about the same.

So far as 1914 is concerned, I think business will be all right if we watch credits carefully. It seems to me there is money in the country for legitimate purposes but not for any more wild-cat speculations. I believe 1914 will be a good year; already during the first 15 days of this month my business has shown considerable increase over the corresponding period of last year.

* * *

W. J. McCULLY, Stratford, Ont.—With the exception of the months of October and November our business was somewhat better in 1913 than in 1912, those two months only falling behind.

Collections were as good as usual, and the Christmas trade much ahead of 1912.

The year 1914 looks like a bright future for Stratford, as we have a number of industries ready to start enlarging their plants, and some new ones ready to open up, so we look for a good year.

* * *

FRED MILLMAN, Woodstock, Ont.—Business was good all 1913. We never had a better summer trade and volume of business was more satisfactory than in 1912. Collections too have been good for the year just passed.

Turnover for Christmas was about the same as in 1912 and the prospects for 1914 look good. Factories here are running. We look for a good year's business.

P. E. I. Potatoes Failed.

POOLE & THOMPSON, Montague, Prince Edward Island:—Our volume of business in 1913 was a little larger than in 1912. Collections were not as good during 1913 as in 1912, due principally to local conditions, viz., partial failure of our potato crop.

Our Xmas trade was better this last year and prospects for 1914 are fair; but business with us will not be as good as it would have been had our potato crop been better and thus enabled our customers to pay off their old bills.

PROMINENT RETAILER PASSES OUT.

Geo. R. Ashwell, of Chilliwack, B.C., Goes to His Reward at Age of 82 Years.

The death of George Randall Ashwell, of Chilliwack, B.C., recently, at the age of 82 years, removed a figure prominent for over half a century in the mercantile life of British Columbia. Born in Henlow, Bedfordshire, England, on December 17th, 1831, he came to Ontario in 1855, and in 1860 proceeded to British Columbia via Panama. In 1861, in partnership with Thos. Cunningham, he started the first hardware store on the mainland at New Westminster. The partnership was later dissolved, and Mr. Ashwell opened his "Pioneer Store" at Chilliwack in 1871. Five years later the business was moved to Chilliwack Landing, where Mr. Ashwell was postmaster for eight years. In 1888 the store was moved to Chilliwack City, where the business has developed into the large department store of to-day.

Mr. Ashwell took an active part in church and civic affairs, and was the first secretary of the Chilliwack Agricultural Society, as well as holding many other important positions. At the funeral the Retail Merchants' Association showed their esteem by sending a floral wreath. The large departmental store was closed from Christmas till the following Monday out of respect for the dead.

The consumption of sugar in the United States during 1913 is placed at 85.4 pounds per capita, making a total of 3,743,139 tons.

The Department of Trade and Commerce at Ottawa, has arranged to send Watson Griffin as a special trade commissioner to the British West Indies to investigate conditions and prepare reports with a view to developing trade with these Colonies.

How Other Grocers Do Things



GOOD USE OF BISCUIT TINS.

Currie Bros., Guy Street, Montreal, make the best of their windows and go in for heavy dressing almost continually. In many a store window one notices that there is about a foot and a half of space between the ceiling and the top of display behind which could be used to advantage. Currie Bros. have a long row of biscuit tins; each one moved up as close as possible to the window frame; worked into this space and far from looking out of place they act as a standing advertisement for "Good Assortment of Biscuits" and take away the empty look from window top.

* * *

PLEASED WITH BALING PRESS.

John Gilbert, a Kingston, Ont., grocer, recently purchased a baling press for baling waste paper. This is a press into which all waste paper around the store is thrown, pressed and sold to paper manufacturers.

Mr. Gilbert is glad he made the purchase. "I am more than pleased with it," he says. "It is even better than the manufacturer's description of it. It is easily worked, and takes up little room. No merchant who values space should be without one."

* * *

TAKING ADVANTAGE OF FROSTED WINDOWS.

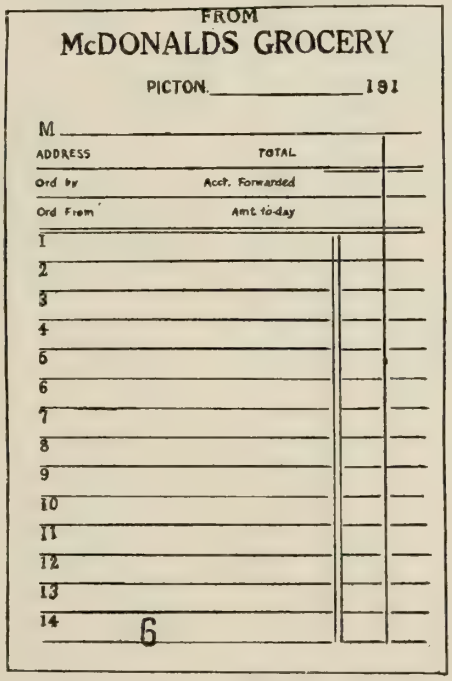
Montreal dealers sometimes originate some pretty good ideas. During the recent terrible cold snap the windows of certain dealers were absolutely whitewashed with frost so that no displays could be seen and no special lines be shown to good advantage. A few of the more ingenious took a brush and paint and made show cards of their windows, in other words, painted on the glass their special offerings, and to many passers-by it looked like a "removal sale" or such like, thus being strong enough to draw transients in too. That's the value of ideas. Dealers should remember, then, how to take advantage of a frosty window.

One idea gives birth to another. Would it not be an original idea for dealers situated in certain districts to actually whitewash their whole windows and put in big letters on the glass: "We are not going out of business, but just take a peep at what we have to offer you behind the glass." They could have some special lines for that day.

* * *

NEW COUNTER CHECK METHOD.

The majority of those using counter check books in taking down orders, add up the column and place the total at the bottom. In late years many have adopted the plan of bringing forward the total of the account up to date and adding on to that the amount purchased last.



With this counter-check the last amount bought, account forwarded, and the total account are all shown.

Beverly McDonald, a Picton, Ont., grocer, has varied this somewhat and his change seems quite a reasonable one. As shown by the accompanying illustration he brings forward the amount of the account. But instead of adding this on to the "amount purchased to day" he keeps the two separate. But the unique feature of this counter check lies in the fact that when he adds up the "amount purchased to-day" he places the total at the top instead of at the bottom.

"Naturally," he says, "you add up a column of figures rather than down. Why not place the answer at the top and save time."

This method, it will be observed, gives him the "amount to-day," the account forwarded," and the "total," whereas the old way only gives the "account forwarded" and the "total."

* * *

EMPHASIZING THE NAME.

Murphy Bros., St. Catharine St. West, Montreal, must be given credit for knowing what simplicity in window dressing amounts to. They can arrange a heavy window if they like, but they are pretty wide awake to the value of a change. They use a glass "stair" stand to good advantage with four shelves. A recent display of chocolates, bottled delicacies, etc., on these rungs and the base of window studded with attractive package goods also, all standing on a spread of colored tissue paper, certainly attracted attention, especially at night time when the finishing touch was added. With the store lights out, they placed an electric bulb behind a small red cotton sheet on which in black appeared the words "Murphy Bros." The cotton sheet was fixed neatly to a frame so that it had all the appearance of glass. Perhaps, indeed, it was glass. If so, well then, it deceived the writer. However, this is good name publicity.

* * *

TO CONSIDER BULK SALES ACT.

There will be an important meeting held on Monday evening next in Toronto, between representatives of the Canadian Credit Men's Association and of the retail trade, to discuss the merits of the proposed Bulk Sales Act, which will likely be introduced again into the Ontario Legislature this coming session. It will be remembered this bill was introduced last session by Mr. McMaster, M.P., but did not go through on account of objections from the R.M.A. The meeting is being held on Monday night with a view to coming, if possible, to a common understanding regarding the terms. Many retailers favor the principle of the bill, but want to be carefully protected from the standpoint of the terms.

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OVERCOMING RISING COST HANDICAP.

RISING costs! Is this a problem that is confronting your business? Has progress from a net profit standpoint been hampered by this obstacle, and have you been digging down into the problem to discover the real causes and the remedies?

In this issue, the feature article deals with this all-important question of the moment. During recent years, rents, wages of employees, freight, cartage, delivery, outlays, etc., have been on the upward incline; yet it is safe to say that many in the trade have been overlooking this fact. There are those to-day, as in years gone by, who are content with an average of "20% on cost," forgetting that it is costing them, in some cases, double of what it did a few years ago to do business.

To secure the information contained in this article, Canadian Grocer interviewed several members of the retail trade, not only grocers, but hardware, dry goods and stationery dealers. All these recognize the prominence of the question. They see that they are face to face with the "Problem of Rising Costs" and are devising means to get the upper hand of it.

In this connection two important methods present themselves, both of which, it would appear, should be adopted and operated assiduously. Business must be gone after aggressively and the petty leaks that are gradually but continually sapping the life out of the business must be stopped up. Aggressive and defensive efficiency! There you have it—push forward during 1914 with renewed vigor and at the same time see that a good-sized corner of one eye is on the trail for the pit-falls.

Canadian Grocer would appreciate hearing from any member of the trade on this question, giving actual experiences as to increases in overhead expenses and with suggestions for preventing the business suffering from this cause.

PURCHASE FROM REPUTABLE FIRMS.

INFORMATION has again reached us to the effect that adulterated maple syrup is still masquerading as pure and is being sold to the retail trade as such. Warnings have repeatedly been issued through these columns against retailers purchasing goods indiscriminately from every Tom, Dick and Harry that comes along. The good business man owes it to his business judgment to know exactly what he is buying in the way of pure foods, mixtures or compounds. Each should be bought and sold for what it is. He cannot afford to make a mistake, if he values at all the permanent good-will of his customers, and his own future welfare.

Canadian Grocer would urge retailers to be careful of the maple syrup and sugar they are buying. There are some recognized reputable manufacturers in the business whose word can be entirely depended upon. These are the men who deserve the business of the trade. A manufacturer of any line who misrepresents his goods is by no means a desirable man with whom to have business dealings.

In connection with foodstuffs of any kind, the retailer deserves protection against being loaded up with a compound, thinking he is getting the pure article. By buying from reliable firms this protection is assured. A warranty protects him from having to pay a fine, but does not prevent him from having to appear in court, or from bearing the stigma of an alleged case of selling adulterated goods as pure.

Trust the reputable maker in addition to getting the warranty.

IMPORTANCE OF SELLING RICE.

HOW many dealers have been boosting sales of rice since the article on its cheapness and wholesomeness appeared in a recent issue?

Rice appears to be one of the psychological foods for the present in view of so many people being employed only part of the time and because of the high prices of fresh meats, etc. Rice is one of those articles of food that has not increased in price in recent years.

It will be interesting to many to know that the Japanese troops lived, marched and fought in the Russian war a few years ago on a diet of rice and emerged victorious in the struggle. It has, therefore, the food properties that make it particularly valuable to the man who has labor to do, and if he has also to use care in the spending of his money, its cheapness will appeal greatly to him.

In pushing the sales of rice, the dealer has his choice of several good slogans that should draw considerable trade. For instance: "Eat Rice and Save Money;" "Eat Rice and Keep Good Health:" "A Perfect Food at Little Cost," etc.

One authority says that the food value of 1 lb. of rice

is equal to the food value of 4 lbs. of beef. The former costs around 5, 6, 7 or 8 cents (to the consumer) and the latter from 80 cents to a dollar. This emphatically suggests a big field for the retail dealer, any of whose customers are feeling the stress of the present temporary financial depression. A good strong campaign should be waged this winter on rice. Now is the psychological time and rice seems to be one of the psychological foods.

RISING TO THE OCCASION.

IN the big State of New York, some wonderful things happen. No sooner does a despatch tell us about a man who had a remarkable escape from death on being run over by a 70-mile-a-minute express, than another comes along recording the arrival from the other world of a representative of the animal kingdom with three or four heads or minus one or more of its motive extremities.

Now we have a story about a man who carries a hen along to pay his street car fare, by laying a fresh egg just as the conductor shoves the fare box into his face. It happened in a little spot called Tarrytown. The hen in question was of the white-leghorn breed. No other variety would have arisen to the occasion. She was being carried in a basket and just as soon as the owner of Her Henship discovered he had no money for his street car fare, the hen cackled. She advertised, of course, and saved the situation. The basket was investigated and there was a large real "newly laid" egg. The conductor considered it of sufficient value to accept it in lieu of the fare. Hen's eggs were scarcer than nickels, he commented.

But it is quite evident that this method of producing ready money will not become at all popular—in our climate at least. Too many of us have hens that are a bit backward in the winter seasons about helping to supply the country's breakfast, let alone paying street car fares. Might we not go South for the winter and secure this extra aid during the present depression, and while the price of eggs is high?

EDITORIAL NOTES.

Prepare for a good spring trade!

• • •

The problem of rising costs is one that should be grappled with at once.

• • •

Trade conditions are undoubtedly brightening up with approach of spring.

• • •

Canadian Grocer desires to thank all those who entered the Christmas window dressing competitions. The entry list was the largest yet.

• • •

The general public in considering the cost of living overlook the fact that many overhead expenses of the merchant are due to causes over which he has no control.

• • •

Some people have been blaming cold storage for keeping up the price of eggs, when as a matter of fact there are probably not sufficient storage eggs in Canada to last a month.

• • •

It is seldom we hear of Canadian manufacturers invading the United States field. But in this issue is an item referring to the Salada Tea Co. extending its business there by erecting a large warehouse in Boston. May there be more.

Business is Improving

Since the beginning of the New Year the general business and money outlook has improved visibly. The majority of business men see a promising year ahead and particularly after the first few months have passed.

While the comparatively mild weather up to the present has probably not injured the grocery trade to any extent, yet it undoubtedly has had a depressing effect generally. Continued cold, seasonable weather, it is believed, would stimulate matters considerably. Wheat receipts have fallen off, owing to the low prices being paid and farmers who are able to hold their grain in Western Canada are doing so. It is estimated on good authority that the farmers have yet at least 35,000,000 bushels of wheat in their granaries for market. Other authorities place the amount at 25,000,000, but either is a large quantity, and at the same time the movement of many million bushels of other grain will certainly help to further stimulate business.

Usually in past years there has been a big grain movement in the spring, and we may expect a similar movement during the present year, although the actual volume of grain to be moved then will not be quite so large. The proceeds from it, however, will be such as to give to business a decided impetus.

Although from different centres in Canada reports come to the effect that there is considerable unemployment, it does not appear that that unemployment is caused through any material reduction in the number of hands employed in Canadian industries. There has been, no doubt, a certain falling off, but not of sufficient volume to satisfactorily explain the present volume of unemployment. The cessation of much construction of railway has contributed most largely to the aggregate of men unemployed aided by practical cessation of active building operations.

As will be seen from a number of letters from dealers in this issue, the retail trade look favorably on the future. The year 1913 was generally good with the probable exception of the last few months, but many report that since opening of January things are gradually picking up. One large Canadian retailer doing practically a hundred-thousand-a-year business, told Canadian Grocer that his increase for the first half of the present month, compared with the same period last year, was quite large, and in January last year trade was going full blast. Others report similar conditions, so that they appear to be more or less general.

Retailers have no doubt been buying somewhat cautiously lately, so that wholesalers and some manufacturers have been finding things a shade quiet. However, the retail trade is now or soon will be in the market to replenish their depleted shelves. This will enliven things still further. With Spring opening up early, we should see a splendid year.

Should street-car fares be paid in eggs, the conductor will have to change his call from "fairies" to "eggs please." Naturally too, he would have to carry a rapid candling apparatus with him.

• • •

It begins to appear more and more that the present cost of living is due solely to the general economic conditions of the times in which we live. The standard of living has been advancing, rather than the food-stuffs themselves.

Various Methods of Figuring Fixture Inventory

What Percentage of Cost Should be Deducted for Depreciation?—Outside Equipment Declines in Value Much More Rapidly Than Inside and Therefore More Should be Written Off it for Depreciation.

By Henry Johnson, Jr.

ONE portion of the inventory is the subject of much difference of opinion, and there are many ways to figure it. This is the fixture or equipment account.

Some men seem to go on the theory that a counter is a counter; is just as useful after twenty years as when it was bought; hence is subject to no depreciation. Others regard all fixtures as worth only what they would bring under the hammer, and they look upon absolutely new equipment as worth practically nothing, as an asset, immediately after it is installed.

Some plan which places values between these two extremes is the true one, undoubtedly. If this is conceded, methods may vary and details of handling may be allowed to differ.

We have two kinds of equipment—inside and outside. The inside is much less subject to depreciation and wear and tear than the outside. In fact, inside equipment is, generally speaking, all but indestructible, while outside facilities wear out very rapidly. Hence it is plain that each must be subjected to its own scale of depreciation, for they are not alike.

Delivery Facilities.

Experience with wagons leads to the conclusion that a wagon is good, on the average, for five years. True, we have all had wagons in use for much longer than five years. Some wagons stand up for ten or even fifteen years. In all such cases, however, close analysis will reveal the fact that probably all that is left of the original wagon is the box—and maybe not all of that. Felloes, spokes, rims, tires, hubs, axles, springs, cushions, tops, thills—probably every part of such a wagon will have given out and been replaced in the first ten years. So it has been regarded as conservative to depreciate any wagon 20 per cent. annually.

Same with the horse. Many horses will stand up for ten or more years; and judicious trading off and replacing will keep a stable in good condition indefinitely. Few of us have the trading faculty or the opportunity, especially if we live in cities or towns; I never traded a horse myself that I did not get the worst of it. So it is the accepted rule to regard horses as subject to 20 per cent. depreciation annually.

Experience With the Auto.

Turning to autos, we find that they do not wear out at all—properly speaking. They shake themselves to pieces. This disintegration is rapid, if they are neglected; but it is slow, if the machines are taken care of. Thus, autos are in some important respects more subject to wear than wagons. In others, they are not so subject. If they are "kept up," kept tight, kept in trim, have worn and broken parts replaced promptly, are carefully lubricated, kept painted, and otherwise conserved, I incline to the belief that they will last all of five years.

My experience, after over three years of autos is that they cost less to keep in repair and condition than wagons and horses. The first investment is greater; but we eliminate the feed problem, the shoeing, and many other bills. So I believe that general auto equipment is cheaper to maintain than general wagon equipment. It seems entirely reasonable, therefore, to depreciate these machines 20 per cent. annually.

Store Equipment.

Turning to inside equipment, we find a different condition. Counters, scales, cases and shelves are so nearly indestructible—if of the right kind to start with—that, if a merchant could KNOW that he would stay in business twenty years, 5 per cent. annually would be an ample percentage of depreciation. We must average these things, because we do not know.

It is undoubtedly true that if I buy a counter, or case, or scale to-day, I cannot sell it to-morrow for more than half what I paid for it—maybe not so much as half. But if I did sell it, even for 75 per cent. or 90 per cent. of what I gave for it, I should have to turn around and buy another—if I am going to stay in business. Hence we cannot figure that way. We must strike an average here as elsewhere; and 10 per cent. annually has been accepted as a fair, reasonable depreciation charge on inside equipment.

Thus the thing to do, apparently, is to charge into F. & F. account every NEW thing bought, if such new thing is not to replace another thing. If the new simply replaces the old, then the new is simply an item of expense, and must go directly into expense account. So you must watch this point carefully. If the equipment is really enlarged and increased by new things not before possessed in any form, or in less complete and comprehensive form, then you must charge the item to F. & F. account. Then, instead of inventorying at all, just charge off into loss and gain a depreciation of 20 per cent. on barn equipment and 10 per cent. on F. & F.

Ways of Doing It.

It is noteworthy that depreciation can be charged in two ways. If you simply depreciate the face of the account 10 per cent. each year, you will never wipe it out. Try it and see. Suppose the total is $1,200. Take off $120. That leaves $1,080. If nothing is added, you deduct $108 next year, leaving $972. You can continue for ever and this process will never wipe out the account.

The other way is to deduct 10 per cent. of the original sum and 10 per cent. of the added items each year. Thus, if your original sum is $1,200, you will deduct $120. Next year you may find additional items of $50. Then you deduct $125—being 10 per cent. of the original sum plus 10 per cent. of the additions. This process will wipe out the original sum in ten years, and will wipe out every addition in ten years from date of purchase.

Original Depreciation Deducted.

But there is still another way, which may commend itself to you as sound. It is used by some very up-to-date concerns. Under this plan, the original sum of depreciation, say $120, is deducted, but no additions are made. Everything that is new is charged directly into expense. Thus the account is wiped out in ten years. But the unique feature is that depreciation is then credited to F. & F. in the original annual sum and charged to loss and

(Continued on page 36.)

PERCENTAGES FOR DEPRECIATION.

What does the average merchant write off each year when taking the annual inventory for depreciation of fixtures, delivery outfits, etc? Here is what one dealer regards as the correct percentages. How does it compare with yours:—

Wagons, etc.—20% *annually.*
Autos .... —20% *annually.*
Counters ..—10% *annually.*
Scales . . ..—10% *annually.*
Cases .....—10% *annually.*
Shelving ..—10% *annually.*

Is Condensed Milk Pure? Question of a Dealer

Was Told That Corn Was Used in Its Manufacture—Government Standard Quoted to Show That Reputable Manufacturers Are Making High Grade Article—Difference Between Condensed and Evaporated Milk—What Homogenized Milk is.

Editor Canadian Grocer:—Will you please let me know through the Canadian Grocer how Condensed and Evaporated milk are made? Are they made purely from milk or is there anything added to them making it a compound. Some people have the impression it is made from corn, and it is hard to get them to believe otherwise. By answering this question you will no doubt be setting to rest the minds of many other grocers besides myself. Thanking you in advance for the favor,

PERCY J. VIGRASS,
Seguin Falls, Ont.

The above letter has been received by The Canadian Grocer asking how condensed and evaporated milks are made, and whether they are compounds or not. An article dealing with this subject in a general way was published by The Canadian Grocer some nine months ago; nevertheless, in view of the request for information, it may be of general interest to recall some of the cardinal features of the production of these two commodities, with an additional word on homogenized milk. Briefly speaking, they are not compounds. In them there is nothing but the purest and best of milk reduced in volume by a process of evaporation, with sugar added in the case of condensed milk solely as a preservation.

What the Food Standards Say.

A quotation from an Order-in-Council, No. 3, 1910, of the Inland Revenue laws, will help to make matters more clear. It reads as follows:—

"Condensed milk is milk from which a considerable portion of water has been evaporated, and to which sugar has been added. It contains not less than 28 per cent. milk solids and not less than 7.7 butter fat."

This plainly shows that there is nothing of adulteration about condensed milk. In fact, it would be hard to find greater care exercised in the production of any foodstuff than in this. The manufacturers are well aware that the very nature of their stock requires absolute purity and freedom from germs. The milk which has any impurities in it would not remain long in the can, and would probably blow out. Certainly it would not keep well. Hence the need for great precaution all through.

To begin with, the stables in which are kept the cows which form the primary source of supply are subject to a rigid inspection by the factory authorities. Healthy cows and clean habitations are insisted on. In this way the fresh milk which is used is kept free from those contaminations so prevalent in so many dairy stables. On arrival at the factory the milk is put through a stiff test, and any not up to the standard is rejected. That which passes all requirements is now ready for manufacture.

Without going into the process of making condensed milk in detail, the principal points may be given. The milk is first pasteurized and then put in a sort of double boiler, where it is heated by steam and a quantity of water evaporated from the milk. The boiling which it undergoes during this operation not only sterilizes the milk, but breaks up the butter globules, releases the butter fat, and thereby renders the milk more easily digested. When a certain stage of evaporation has been reached, that which is intended to be put up as Evaporated milk is sealed up in sterilized air-tight cans. That which is intended to be put up as Condensed milk is reduced to a further stage of condensation, and has then added to it about 45 per cent. of sugar to preserve it, and is then likewise sealed up in sterilized air-tight cans.

The difference between the two is that Condensed milk, having the sugar in it, will keep longer after the can is opened than will the Evaporated. Either of them by the addition of about three-parts water, which has first been boiled, may be brought back to the original condition, except, of course, that the milk has been boiled in the evaporating process.

Butter Fat Percentage Required.

A noticeable point in the Government requirements is the percentage of butter fat required, viz.: 7.7 per cent. This is a much higher percentage than that required by law in fresh milk, which is 3½ per cent. It will, therefore, easily be seen that Condensed milk is proportionately much richer than the average dairy milk.

Homogenized milk has only recently been put on the market in Canada, although it has been in use in France and Germany for five or six years. As in the case of condensed and evaporated milk, great care is exercised in procuring fresh, pure, rich milk from healthy cows. Put through the usual test at the factory, it is then passed through the clarifying machines, which extract any foreign matter which may exist. Pasteurizing follows, and then comes the Homogenizing process. This is done by machines in which the milk is forced under high pressure between an agate and a bronze surface pressed tightly together. This action breaks up all the globules of cream or butter fat into small pulverized particles. It is then cooled and bottled in sterilized bottles and capped air-tight. These are then placed in huge sterilizers and heated sufficiently to destroy all germ life.

Good Food for Infants and Invalids.

No better food can be found for infants and invalids or any person requiring a food rich in nourishing qualities and easy of digestion. These products are no longer on trial, their worth has already been proved. From any firm manufacturing them references—and local ones at that—can be obtained showing how these prepared milks have over and over again restored delicate babies and invalids to health and plumpness when all else had failed. No skim milk is used in making any prepared milk in Canada. The idea of corn products being used in their composition is absurd.

Retailers Should Push These Goods.

These are goods which every retailer should be well acquainted with, and which he can push to great advantage. Many people use these milks now in preference to fresh milk, not only on account of their purity and richness, but because they are more economical than the fresh milk. With the prepared product there is no danger of the milk becoming sour overnight, and, besides, every drop of it may be used. Cleanliness and purity are the essential merits of their manufacture. Ordinary milk contains large quantities of germs, and any Government report of dairy conditions makes it plain that ordinary milk is a more or less dangerous commodity. In these milks it is absolutely necessary that all impurities and germs be removed before being put in the cans.



Window dressed by J. D. Jay, of Dixi H. Ross & Co., Victoria, B.C., which was given a first prize in Canadian Grocer's Christmas display contest.

WINNERS IN CLASS A.

1. *J. D. Jay, Dixi H. Ross & Co., Victoria, B.C.*
2. *Geo. Arnold, 924 Queen St., Toronto.*
3. *E. A. Reed, Dowling & Reed, Brandon, Man.*

Above are the prize winners in cities over 10,000 population, the prizes being $5, $3 and $2 respectively.

CANADIAN Grocer's Christmas Window Dressing Contest brought out a fine array of entries in Class A—cities with populations more than 10,000. It would not be advisable here to publish the three winning windows in each case. These will, however, all be shown in our Fall Campaign number in October, prior to the opening up of the 1914 Christmas trade, when they will do the most good.

The judges, D. W. Clark and W. C. Miller, went over the entries carefully and each separately decided upon the same winners. In this class the majority of the photographs were good, although some, as in previous years, were either too small or too indistinct to show up the detail sufficiently well. The photos submitted by Dixi H. Ross & Co. and Geo. Arnold, two of the winners, were particularly good.

THE JUDGES.

The judges in both contests were DAVID W. CLARK, and WILLIAM C. MILLER, president and secretary of the Ontario Retail Grocers' Association. Each judged the photographs separately, then compared notes, and both agreed on the three winners in each class.

Splendid-looking windows were sent in by Island & Bamford, Toronto; Murphy Bros., Montreal; J. R. MacMillan, Saskatoon, Sask; The Capital Grocery, Regina, Sask.; Marks-Clavet-Dobie, Port Arthur, Ont.; Jas. Redden & Co., Kingston, Ont.; G. F. Grinyer, Eglinton, Ont.; Lord's Sanitary Store, Windsor, Ont.; W. H. Stone Co., Winnipeg; R. Storks, 2020 Queen St., Toronto; F. Harley & Son, London, Ont., and J. Conway & Co, 1995 Dundas St., Toronto. The majority of these will be reproduced during the current year.

In some instances particularly strong contestants were handicapped by the inferior quality of the pictures. The judges necessarily had to take into consideration whether the photograph would reproduce well or not, as otherwise their work might be open to more or less criticism.



Window of C. B. Hume & Co., Revelstoke, B.C., which captured first prize in Class B. This is a corner displayed.

WINNERS IN CLASS B.

1. *C. B. Hume & Co., Revelstoke, B.C.*
2. *The McKenzie Co., Kelowna, B.C.*
3. *Ruppel & Co., Elmira, Ont.*

Class B included centres under 10,000 population, the prizes being $5, $3 and $2 respectively.

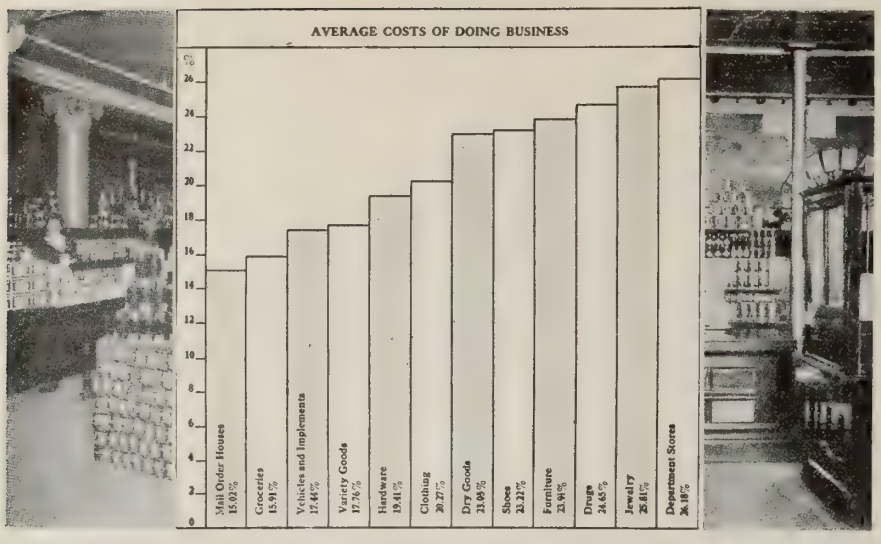
PRIOR to Christmas, 1914, Canadian Grocer will have a number of fine displays to reproduce from the smaller centres. It has always been our rule to see that dealers and clerks in the smaller places did not compete with those in the larger, where window dressing facilities are better and where catering to high class trade often bears so prominent a part. But in this contest many of the entries from the smaller places excelled some of those from the larger. The judges were given some pictures in Class B, which, as in Class A, were small or in which the light was too weak or strong, to show up exactly how these displays were trimmed. In future contests, we would urge that photos the regulation size 8 x 10 inches be secured.

BRITISH COLUMBIA LEADS.

It will be noted that among the six winners in the two contests, three are located in the Pacific province. Window dressing in British Columbia is certainly considered an important method of getting after business.

In addition to the winners, the following good displays were entered in this class: McKay Bros., Renfrew, Ont., dressed by Peter O'Brien; C. A. Baldwin, Cabri, Sask., dressed by R. Quadling; Peter McNaughton, Bracebridge, Ont.; Puckett & Scilley, Oshawa, Ont.; The Good Co., Lethbridge, Alta.; J. S. Kyle, Oshawa, Ont., dressed by F. C. Hoelin; Bruce McDougall, Ingersoll, Ont.; J. D. Wisdom & Co., Allandale, Ont., dressed by Geo. Hill. Special mention was given to the unique lay-out of the display of Peter O'Brien, of Renfrew, but the picture was too small to reproduce. The photo of the display of Bruce McDougall of Ingersoll, for instance, was taken with too much light.

Canadian Grocer desires to thank the judges, Messrs. Clark and Miller, for their kindness in deciding upon the winners, and for the valuable suggestions they gave as to why prizes were won or otherwise.



A chart which appeared in a recent number of "System" and which bears on the subject of Rising Costs.

THE PROBLEM OF RISING COSTS.

(Continued from page 24.)

It is true that his help, rent, advertising, etc., is costing more each year,

A Canadian departmental store manager submitted the following as the main items of selling costs compared with the turnover:—

Salaries	5½ %
Rent	2½ %
Advertising	3 4-10%
Delivery	1 6-10%
Insurance	3-10%
Taxes and legal	4-10%

Current, 3-0; coal, 1-10; engineer, 1-10; etc.

The salaries ran from 4 per cent. and under for departments where sales covered large orders such as carpets and furniture, to small articles where they were 6 and even over, the average running 5½ per cent. This average has been easily maintained during 1913 until the last two months, when business fell a little slack (below 1912) and the manager was facing the question of restoring the balance, either by cutting down some of the sales staff, or increasing individual sales.

"Had our turnover not tripled in the last three years we would never have been able to keep our percentage of expenses anywhere near where they are now. As it is, the percentage is going up, 20.2 for 1912, and 21.5 for the first half of 1913."

The owner of a store doing a smaller volume of business, but large at that, who figured out that his salaries had increased 90 per cent. since 1907, for the same service, pointed out one case where early closing on Saturday evenings except during December had greatly increased salaries. That is 47 or 48 Saturday nights taken off, with 4 hours of service, or 3 hours actual selling (allowing one hour for tea), meant 144 hours, or about 16 days of 9 hours each in a year.

In this store the total selling expense is 21 per cent. of sales, and of this wages reach close to 12 per cent. Advertising is fairly high, 3 per cent., although at this a shade lower than in the store quoted before, which is a very large advertiser, and spends nearly 3½ per cent.

In another store the owner, who has nearly 100 clerks, did business 20 years ago on a 15-16 per cent. cost; 10 years ago this had reached nearly 20 per cent. and this past year he estimated it would be between 23 and 25 per cent. The range in the last-mentioned figures was due to a slight falling off in business in December which would raise the selling percentage, although to what extent was then uncertain. Thus the advance in 20 years had been from under 16 to over 23 per cent. of the total sales. To come out only even, without any profits, this store must mark-up its goods on an average, 30 per cent.

The owner's estimate of salary increases in 15 years was as follows:—

	1913.	15 Years Ago.	Increase %
Girls	$6-$10	$3	100-233 1-3
Men	$15-$20	$8	87-150
Boys	$5-$7.50	$2.50	100-200

Departmental Store Costs.

Still another departmental store chief said his selling expenses in the last seven years had increased from 15 to 17.50 per cent. of the turnover. Of this, salaries averaged slightly more than 6 per cent., and advertising 1¾ per cent. In this period salaries had increased 50 per cent.

"I could not make anything like this showing (17½ per cent.) if it were not that I have brought our stock and business up to a point where we have a turnover five times a year.

"The year 1912 was a hard one on salaries," he went on. "Help was very scarce as stores and factories were running at full limit, and we were compelled to make a large advance, and will have to do some more of it early in 1914."

"And the remedy for it all?"

"Avoid overstocking; buy carefully; so that your turnover will be as large as possible; but whatever you do, see to it that the mark-up is not less for the whole stock than 50 per cent. of the cost price."

And the Remedy.

Still another merchant was inclined to a policy of retrenchment. This he thought he would try along two lines. He would gradually let go the least efficient of his help and take on others at lower salaries; and he would curtail his advertising on the ground that the field of 1914 would not be so fertile as those of 1912 and 1913.

But there are few who will follow this policy.

"My theory is the very opposite," said a man who had in a comparatively small city built up a very large business, which had extended rapidly the last two or three years.

"My policy will be to put forth even greater efforts to increase my sales and thus keep ahead of these costs as I have pretty well, these last few years. If I thought business was to be dull, that is the very time I would work the harder, advertise more extensively, play the game for all it is worth. A man who looks for something small is likely to get it. I would not think of cutting down salaries, nor of reducing my staff. That would be a last resort. I would pull more business in, and have the salespeople work harder and handle a greater volume."

The second point of this message was:

"Be more careful in buying; study coming tastes more; study your customers more. Analyze your costs of selling; consult with other people to see whether you are running too high in any phase of it. To-day most of us will be forced to adopt an almost entirely new attitude towards the question of buying in order to best keep control of our costs of selling.

"But let me repeat; do not pull in your horns, or your business will recede, too. We are planning to go full steam ahead in 1914. We are buying the same as we did a year ago, and our advertising will be even larger."

This, in substance, was the position taken by a number of retailers

The Clerks' Page

By the Cub Reporter

KNOW SELLING PRICES.

That the clerk should make himself familiar with the selling price of every article in the store is often emphasized by the fact that the proprietor has to be asked every now and then about certain prices. Clerks have been known to be employed for years in stores and were even then not familiar with the selling prices of many goods.

A humorous story comes to us from a consumer in this connection. This party went into a grocery store prior to Easter last year and noticing some special Easter bunnies that were being shown on the counter, he inquired of the clerk their price. "I'm not sure, I think they are 15 cents," was the reply, "but I'll see," and turning to the proprietor, asked, "Mr. —— how much are your 15 cent bunnies?"

* * *

TO CONSIDER WEEKLY HALF-HOLIDAY.

Sir Richard McBride assured a deputation from the Retail Employees' Association of British Columbia, who waited on him recently with regard to legislation for a weekly half-holiday that the subject would be considered, but would be guided largely by the report of the labor commission on the matter.

* * *

HINTS FOR CLERKS.

When a clerk sees a way in which the service of the store may be improved he will demonstrate his interest in the business by suggesting it to the employer.

A salesman with his jaw wagging on a piece of gum might just as well be chewing tobacco as far as appearances go.

You are going to be honest or dishonest. There is no half-way position in the matter. Stick your stakes and stand by them.

If you cannot do a thing well and have no desire to learn, do not try to do it at all. Leave the job to some one who is not satisfied with half-way measures.

The clerk who is not at least as well informed regarding the store's advertising as the customers he serves, cannot sell the goods intelligently.

If you do your work for to-day only, it will last to-day only and will need to be done again to-morrow.

The first thing to do to gain the customer's interest and attention is to greet him by name when he enters.

* * *

OBSERVATIONS OF THE CUB REPORTER.

If you can't keep moving, keep quiet.

Any fool can go to bed—it takes a man to get up.

Do you try to do those you are dunned by? This is the original way an exchange puts it.

Many young men are like mice in at least one respect. They may do many things skilfully but they never do a big thing and never get very far.

WINTER MEET HELPS TRADE.

The annual meet of the Hampton Driving Club, of Hamilton, N.B., is considered by the business men of that town a distinct advantage to them. It brings to Hampton each year a large number of people from the surrounding country and aids them in keeping them interested in the home town.

This year the meet was held last Friday afternoon and was participated in by thousands of visitors from the surrounding country. Seven "straight away" tracks a half mile in length were put in excellent condition on "The Canal" with an ordinary road machine, notwithstanding the heavy covering of snow and crust.

LETTER BOX.

Editor Canadian Grocer,—Will you kindly advise me the name of a firm manufacturing Saratoga Chips, a product of the ordinary potato.

Niagara Falls, Ont. H. B.

Editorial Note.—The Meadowsweet Cheese Co. of Montreal, manufacture these.

THE ENCYCLOPEDIA

Few realize the extent of the industrial uses of sugar entirely apart from its employment as a food. Such uses are increasing yearly. Sugar is a common ingredient of many compounds for removing and preventing boiler scale. As these usually contain alkali, this is used as a denaturant. The shoe-blacking industry uses sugar and molasses to a considerable extent. In Europe there seems to be a tendency to use blackings of this older type as less injurious to leather than the newer wax blackings, owing to the solvents used in the latter.

Perhaps one of the industries of greatest present importance is the manufacture of transparent soap. Many tons of sugar are now used by soap manufacturers in this country as well as in Europe.

There are over thirty patents for explosives in which sugar is a component to the extent of from 6 to 40 per cent. This use of sugar has been so important in Germany that a special provision is made by that country for denaturising sugar used in explosives. Denaturising is a process by which some substance is added to the sugar to make it unfit for food thus rendering it exempt from taxation.

In the color and dyeing industries we find sugar used as a reducing agent in indigo and chrome work, as a base for the manufacture of organic chromium salts, and as a vehicle or "filler" for solid aniline colors, giving then an attractive appearance.

Tanneries, too, use sugar in filling leather and in removing lime from hides in the "dehairing" process.

Tannin extracts are also "filled" with sugar in Europe, as they are on this side of the water with glucose. Sugar is also used in several chrome-tanning processes as a reducer, and, as in dyeing for making acetates and formates.

Early Closing Discussed by Toronto R.G.A.

Initial Skirmish at Meeting on Monday Night Discloses Differences of Opinion—Question Promises to Arise at Next Meeting—Officers for 1914 Elected With Neil Carmichael as President.

TORONTO, Jan. 22.—(Special).—What may prove to be the first skirmish in "Early Closing" campaign was witnessed at the annual meeting on Monday night of the Toronto Retail Grocers' Association. In his remarks, "for the good of the order" one of the members threw out the suggestion that early closing of grocery stores should be gone after in Toronto, and this was immediately backed by one or two others; a few expressed the opinion that early closing was a local question—that each locality should settle it by itself. While stress of work in getting over the annual meeting prevented any prolonged discussion, it looks likely that the question will be fully ventilated at future meetings.

President D. W. Clark was in the chair but before the meeting concluded, relinquished it to Neil Carmichael, the incoming president. The meeting was more largely attended than usual, and prospects are bright for a profitable year.

S. W. Hall reported on the visit of a committee to the Hydro-Electric with a view to keeping the price of outside lights down to same price as inside. The Hydro-Electric engineer will lay this matter before the Commission.

R. Matthews reported on the proposal to obtain a larger hall, submitting prices, etc. A committee will investigate.

Good Progress Anticipated.

At the conclusion of the election of officers, D. W. Clark handed the reins over to Mr. Carmichael and expressed the hope that good progress would be shown under his presidency. The new head asked the support of the entire membership and from the speeches of the incoming officials this will be heartily given. W. C. Miller, a past president, installed the officers. David Bell, the new vice-president, F. C. Thorne, who was re-elected secretary, Donald McLean, S. W. Hall, Harry MacDonald, Bailey Snow and W. C. Miller spoke. J. S. Bond, the re-elected treasurer, was kept home on account of illness.



NEIL CARMICHAEL,
Unanimously elected President of the Toronto Retail Grocers' Association at annual meeting.

Mr. Hall contended that the early closing movement should be strongly taken up. The clergy of the city would assist and there was no reason, in his estimation, why the hours of the grocer should not be shorter. Mr. Gibb also would like to see early closing made compulsory. He suggested that a committee be formed to go to the Mayor for assistance. "Every storekeeper should be licensed," he maintained. "Let each pay a nominal fee of say $1 or $2 and then if any are found selling after stipulated hours, take their license away. Fining them does little good."

Donald Nicholson, Roncesvalles Ave., told how the circulation of a petition in that district had induced the majority of the grocers to close at 7 o'clock, and most of them have stuck to it. Grocers in the north end of Roncesvalles close Wednesday afternoons the year round at 1 o'clock. R. A. Dutton, another Roncesvalles Ave. dealer, also favored early closing. J. M. Cork, while he favored the idea, was opposed to a by-law governing same. He and Mr. Gibb had a friendly little tilt on this point. This preliminary discussion presaged a merry controversy for future meetings, and it is hoped as many as possible will be out to take part.

W. C. Miller, who attended an executive meeting of the National R.G.A. of the United States in Chicago recently, as reported in last week's issue, told of the power that body was in that country. Organization had made it what it was. Credit losses were being reduced to a minimum by a modern credit-reporting system of an inter-state character.

To Outline 1914 Programme.

The Executive Committee will arrange the outline for the 1914 programme, which is destined to increase the attendance greatly. It was also left to them to arrange regarding the proposed address of W. R. Drynan on canned goods. The association decided, too, on Monday night, to hold another banquet this year. The arrangements will be looked after by a committee.

TORONTO R. G. A. 1914. OFFICERS.

Past President.—D. W. Clark.
President—Neil Carmichael. (acclamation.)
Vice-Pres.—David Bell.
Sec.—F. C. Thorne.
Treas.—J. S. Bond. (acclamation.)
Ex. Com.—D. McLean, S. W. Hall, W. C. Miller, H. MacDonald, Bailey Snow.
Trustees.—D. W. Clark, D. Bell and Donald McLean.

VARIOUS METHODS OF FIGURING FIXTURE INVENTORY.

(Continued from page 30.)

gain, so that the F. & F. account is made into a credit account, or kind of sinking fund, which is built up as the years go by to take care of any refitting that may be needed in the store. I rather think this last is the very best method of all; for under that plan you may do business for anything over ten years, and if you then sell out or discontinue business, anything you may get for your old equipment is found money.

In their Knights of the Grip series, the London, (Ont.) Free Press shows in a recent issue D. Gwalchmai salesman and manager of the I. X. L. Spice Co. of that city.

ONTARIO R. G. A. EXECUTIVE TO MEET.

At the meeting of the Toronto R.G.A. on Monday night it was announced by President Clark of the Ontario R.G.A. that an executive meeting of the latter organization would be held some time within the next two or three weeks. Secretary Miller referred to the petitions re amendments to the Garnishee Law and the Scale Inspection Act and made the somewhat significant remark that he hoped "at the April convention to be able to report both these accomplishments."

Current News of the Week

QUEBEC AND MARITIME PROVINCES.

Mr. McFarlane, Toronto manager of the Western Canada Flour Milling Co., was in Montreal during the week.

J. W. Trenholme, President Guaranteed Pure Milk Co., Montreal, died during last week, as a result of acute indigestion.

C. Genairon, manager of Societé Francaise de Specialités Alimentaires, Montreal, has sailed for France and will spend some time there at the head factory.

Thos. Kirkwood, of Kirkwood & Sons, Toronto, was in Montreal last week and left Sunday night last for Halifax. He will spend a short time in Montreal on his way back again.

The Oriental Produce Co., Montreal, have appointed W. Lyne Usher, 270 South St., Halifax, selling agent for Nova Scotia of their Sultana Turkish Delight and other specialties. J. D. Beard, 502 Huron Street, Toronto, has secured the agency for that city.

The "Red Letter" Hockey team of Laporte, Martin, Limitée, Montreal, defeated a seven from Hudon, Orsali Limited, Montreal, also wholesale grocers, by 1—0. Mr. Isaac Wiser, the Prescott distiller, is honorary president of the team. Another game between the "Red Letter" and Laporte, Martin, Lté, resulted in favor of the former by 3—1.

A serious fire broke out in the wholesale hardware premises of Frothingham & Workman, Montreal, last week and took over five hours to get under control. The premises of Magor, Son & Co., Limited, and Henri Jonas & Co., besides stock, suffered considerable damage from fire. Many have expressed words of appreciation as a result of the willingness of both these firms to air the fire fighters by advising them of every angle of attack through their premises, while Rose & Laflamme, Limited, are also to be complimented on their thoughtfulness in supplying the frost-bitten and cold, benumbered firemen with warm soup up till a late hour same evening. Neither of the above grocery specialty firms, of course, had any cessation caused in their business. Owing to inconveniences, caused by fire just mentioned Henri Jonas of firm referred to above has had to postpone his intended trip to France till first week in February.

ONTARIO.

Chas. Bishopric & Son, grocers, Toronto, have sold to R. Clegg.

A retail section will be added to the London, Ont., Board of Trade.

Mrs. Annie Cooper, of Toronto, has sold her grocery business to R. J. McDermott.

J. Clayton, grocer and butcher, Toronto has moved from 966 to 984 Bathurst St.

The McCormick Manufacturing Co., London, Ont., will move to their new factory about July 1.

O. M. Doane has leased the Dalston general store in Barrie, Ont., for five years. He takes possession Feb. 1.

The Graham & Patterson Fish Co., Port Stanley, Ont., have sold to Morgan Bros., the price involved being $9,500.

James Dodds, lately with Gordon MacKay Co., opened a grocery and boot and shoe store at Blyth, Ont., about Jan. 1.

Ford & Featherstone, Canadian agents for Carey safes, have moved from corner of Richmond & Bay Sts., Toronto, to 112 York St.

Hugh Blain, of Eby, Blain, wholesale grocers, Toronto, was elected on Monday last to the council of the Toronto Board of Trade.

The Ontario Gazette announces that Gunns Ltd., West Toronto, will increase their capital stock from $750,000 to $2,000,000.

Fred C. Thorne, grocer, Nassau St., Toronto, has sold his property there, but is operating the business for the time being at least.

David Bell, a Yonge St., Toronto, grocer, opened his branch store at the corner of Alcina and Bathurst Streets, on Thursday.

Edwin Smith, London representative of T. B. Escott & Co., wholesale grocers, London, Ont., has been elected secretary of the London Old Boys.

Wm. G. Coles, grocery broker, London, Ont., was elected one of the four controllers for that city. Mr. Coles polled a large vote, being a good second in a field of nine.

J. W. Paisley, general merchant, Cedar Springs, Ont., has purcahsed the building now occupied and will remodel the store. In the meantime he has been holding a "Rebuilding Sale."

Holbrooks Limited, Toronto, have obtained a permit to erect a three-storey brick and stone warehouse and office building on Foreign St. near Brock Ave., at a cost of $30,000.

F. Gordon, formerly in charge of the city sales of the Western Canada Flour Milling Co., Toronto, has becomes sales manager in succession to W. A. Hewitt, who has formed the Toronto Grain Co.

Louis Joyce has opened a new store in Bronte, Ont., near Oakville. He has installed a fine new refrigerator and an automatic meat slicer, with the intention of catering particularly to the smoked and fresh meat trade.

The Salada Tea Co. have put on an extra traveler in middle Ontario. Mr. Beatty will in future assist Messrs. Rooney and Greenaway. Mr. Barber has taken over the ground covered by Mr. Spanner for the company in 1913.

Hon. Mr. Lucas, provincial treasurer for Ontario, has stated that retailers will not be included in the provisions of the Workmen's Compensation Act. The Retail Merchants' Association has been fighting strongly to gain this point.

Harry MacDonald, grocer on Sorauren Ave., Toronto, recently spent a holiday down in Quebec Province. On that memorable cold Tuesday he was among the mountains at St. Agathe, where the thermometer registered 42 degrees below. He also spent a few days in Montreal on his trip.

WESTERN CANADA.

Karrick & Clements of Brandon, Man, grocers, have sold to Mitchel Bros.

Jones Bros., dealers in groceries and meats, Didsbury, Alta., had a loss by fire lately.

Ruttan & Chipman, commision brokers, Winnipeg, Man., are succeeded by Ruttan, Alderson & Lound, Limited.

During the remaining winter months the grocery stores of Killarney, Man., will close at 6.30 p.m., although arrangements have been made that one of them will remain open every evening until a later hour.

A Retail Merchants' Association has been organized in Carlstadt, Alta. The officers are:—A. J. Drummond, president; Dr. S. F. McEwen, vice-president; Mrs. F. C. Woollven, 2nd vice-president; C. H. Wagner, secretary, and Verne H. Starr, treasurer.

Calgary, Alta., is likely to have a municipal abattoir costing $125,000. This is the latest move in public ownership attempted by the western city. This decision follows the recent voting by the citizens of the sum of $250,000 to be expended for the purchase of land for union stockyards and kindred industries.

Sugar a Shade Firmer; Tea Market Strong

Raws at New York Slightly Higher—Increasing Demand for Tea —Shelled Walnuts Continue to Advance.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
Fresh eggs decline 5 to 8c.
Storage eggs exceedingly scarce.
Butter much the same. Enquiries being received from Northwest. Stocks not too heavy if shipments out west are made.
Cheese consumption on increase.

FRUITS AND VEGETABLES—
Revision of prices in various lines due to colder weather.
Marmalade oranges on market and quoted at $3 a box.
Cranberries very high.
Cheaper lemons.
Grapefruit has almost doubled in price.

FISH AND OYSTERS—
All lines moving well.
Market tone is very good.

FLOUR AND CEREALS—
Flour moving out more freely.
Cereals just about same.
Mill feeds receiving very heavy demand, and prices have taken a jump.

GENERAL GROCERIES—
Sugar still weak, cheaper prices looked for.
Stocks of dried fruits very low.
Cheaper prices looked for in the rice market for spring delivery.
Corn on the cob, gallon tins, have advanced to $5.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
Breakfast bacon easier.
Rolls and boiled hams down 1c.
Butter steady; creamery prints up to 32 and 33c.
New laid eggs at 40c; storage at 38 and 39c.

FISH AND OYSTERS—
Better business in all lines.
Lobsters up to 45c per lb.
Flounders scarce.
Oysters still plentiful.

FRUIT AND VEGETABLES—
California oranges no higher.
Cranberries up to $10.50 and $11.50
Big lemons reported scarce.
Onions and cabbage firm.
Rhubarb on market at $1.25 to $1.50 per dozen.
Potatoes 95c to $1.05.

FLOUR AND CEREALS—
Flour quiet.
Dutch pearl barley up 25c a bag.
Continued weakness in cereals.
Mill feeds firmer, with advances of 50c to $1.

GENERAL MARKETS—
Raw sugar firmer in New York.
Tea stronger on European markets.
New Tarragona almonds 18 to 18½c.
New shelled walnuts up to 38 and 40c.

QUEBEC MARKETS.

Montreal, Jan. 22.

SUGAR.—There is little more than the ordinary demand for sugar at the present time, as buyers seem to be holding off with the expectancy of still cheaper prices. They are not alone in their views, as practically all the local wholesalers are of the opinion that present prices will still be reduced.

It is generally known that the trend of the American market practically governs Canadian prices, and as raw sugar is much cheaper at present, and will soon enter the United States free of duty, this is bound to have a depressing effect on prices. At present the local market is weak.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—At present time stocks are light on all markets, particularly so in the large distributing centres, with practically everything on the coast out of producers' hands and little remaining with packers.

It is interesting to note that one year ago stocks were much more liberal in all varieties, and, in addition, the primary markets of the coast undoubtedly had on hand at least 70 per cent. more stock than available to-day.

The past season was a very light one for United States home canning, as small fruits in Middle West and East were a poor crop, and California fresh fruits were too high for this purpose. The pack of California fruits in tin was the shortest in years. The apple crop of that State was also the lightest in fifteen years; keeping quality of barrel stock at this date exceedingly poor, and market price on all grades about 150 per cent. above last year's.

Locally stocks are fair. The demand for raisins, particularly seeded, both fancy and choice, is very good and prices maintained.

"Prunes are holding their own splendidly and present prices are none too high," was the comment of one of the leading houses this week. It is the general opinion of many in the local trade that present prices are very fair, and might stand a little boost. Local dealers certainly would not make any concessions in this line.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20

DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 lbs.....	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced.....	0 12½	0 13
50 to 60, in 25-lb. boxes, faced.....	0 11½	0 12
60 to 70, in 25-lb. boxes, faced.....	0 10½	0 11
70 to 80, in 25-lb. boxes, faced.....	0 10	0 10½
80 to 90, in 25-lb. boxes, faced.....	....	0 09½
95 to 100, in 25-lb. boxes, faced.....	0 08	0 08½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.....	....	0 11
Valencia, new	0 06¼	0 07½
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—The present demand is above local wholesalers' expectations. Japans, of course, are still leaders, although Ceylons, both blacks and greens, are receiving a good deal of attention, while Chinas are in need of a little stimulation.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—The demand for coffee is entirely unchanged from previous week's, and a good business is doing. Receipts on the primary markets seem to be good, but the market is subject to much change.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

SPICES.—The present demand is quite seasonable, with a fair amount of business passing. Prices hold firm.

	5 and 10 lb. Tins.	¼ lb. pkgs.. doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents

below tins.		
Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded coconnut, in pails	0 18	0 20

RICE AND TAPIOCA.—Present indications point strongly to easier prices for spring deliveries in the rice market. There is quite a quantity of American rice being sold in Canada to-day, and, as that country is practically independent in the rice market, according to one local dealer, the balance of their crops is exported to this country, as they have a surplus after meeting domestic demands. Prices, however, remain unchanged.

	Per cwt.
Rangoon Rice—	
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 20
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¼ 0 05½
Quarter bags, 56 lbs.	0 05⅜ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

MOLASSES AND SYRUP.—This market is still quiet, with only enough business passing to fill actual requirements. Prices remain unchanged.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.44	.41	.39
Barrels	.47	.44	.42
Half barrels	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.		0 04
Pails, 38½ lbs., $1.85; 25 lbs.		1 35
Cases, 2 lb. tins, 2 doz. in case		2 50
Cases, 5 lb. tins, 1 doz. in case		2 85
Cases, 10 lb. tins, ½ doz. in case		2 75
Cases, 20 lbs. tins, ¼ doz. in case		2 70
Maple Syrups—		
Pure, per 8½ lb. tin		0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.		1 00
Maple Sugar, pure, per lb.	0 10	0 11

NUTS.—Prices remain unchanged from last week under an easy demand.

Shelled walnuts, per lb.	0 35	0 37
Shelled almonds, 28 lb. boxes, per lb.	0 39	0 40
Finest filberts	0 13	0 13½
Pecan	....	0 20
Almonds	0 20	0 21½
Walnuts	0 19	0 20
Brazils	....	0 22½
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—All lines are moving in a seasonable way, and the amount of business passing at present is only quiet, though steady, with the same prices ruling.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

ONTARIO MARKETS.

Toronto, Jan. 21.—Business is still pretty much where it was last week, although a slight improvement is noticeable. Buying is pretty much of a hand-to-mouth order, and nobody seems to want to buy very far ahead; tight money is reason usually given. Very heavy sales of canned goods are reported, particularly canned salmon. Sugar is said to be firmer in New York. The interesting feature of market just now, however, is tea, which is much firmer, both abroad and locally. Nuts continue firm.

SUGAR BASIS CHANGED.

Readers have no doubt noticed a recent change in the difference between the price of sugar in Montreal and in Toronto, in our market columns. Formerly sugar in Montreal was 10 cents below Toronto, but now it is only 6 cents lower. The reason for this was the advance of 5 cents per cwt. in Montreal in December last to cover cartage and an advance of 1 cent per cwt. in Toronto for the same reason. This change brought the difference in Montreal and Toronto sugar down from 10 cents to 6 cents.

SUGAR.—Raws are reported a shade stronger in New York this week, and a large number seem to think that the bottom has been reached. Cuba sugar is now on a basis of 2 cents, c.i.f. New York, an advance of ⅛ cent from recent lowest; while Porto Ricos have advanced a full ¼ cent from recent lowest. Cuban growers are not eager sellers now, and all indications are that the market is ripe for further improvement. In the meantime no changes in price are recorded locally.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 16
25 lb. boxes	5 36
Cartons (20 to case)	0 35
Cartons (50 to case)	0 15
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—In this commodity advances have been marked in Calcutta, Colombo and London of about a farthing per lb. on recent auctions. According to a London, Eng., report for the month of December last, prices of public sales in London for December, 1913, ruled 7/8d. per lb. higher than for corresponding month in 1912 on India and Ceylon teas. Offerings of Ceylon tea at public auction were 68,000 chests, against 83,000 chests in December, 1912. Increased demand being greater in proportion than increased production is the main reason for the advance in price. For the great demand Russian and American markets are largely responsible, but it is interesting to know that England herself is drinking one-half pound more per head to-day than she did a few years ago. Recent crop returns have been reported satisfactory, with the exception of Ceylon, where some say the crop is a little short.

DRIED FRUITS.—Conditions are about the same as last week, no change being reported in any line except Comadre figs, which are quoted at 5 cents, instead of 5½ cents, as last week. It is said by some that currants, which have been depressed in the primary market owing to slack demand from the distributing centres, are reported from Patras to be somewhat firmer. Prices are as follows:—

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 15½	0 16½
Choice, 25-lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10½	0 11½
Orange	0 11½	0 12
Citron	....	0 16½
Currants—		
Filiatras, per lb.	....	0 06½
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 08½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates, per bag	0 07½	0 08½
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05
Prunes—		
30-40s Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	....	0 12½
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25 lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08½
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 08½
25 lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06¼	0 07
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	..	0 10
Seeded, choice, 12 oz.	..	0 09
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08½

COFFEE.—Coffee is reported as gaining strength, some giving short crops and good demand as the reason. One firm gave an advance of ½ cent per lb. on Santos, and, while this advance does not seem to be general, market is said to be stronger than last week.

Coffee, Roasted—		
Rogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

NUTS.—"Nuts are all on the jump," said one man to The Grocer, and ad-

vances in almonds and walnuts bear him out. While the demand is not larger, good business is being done, and as stocks are getting low, there is said to be no possibility of a decline, but, on the other hand, an early exhaustion of supplies is not improbable. Tarragona almonds are quoted at 18 to 18½ cents; new shelled walnuts at 38 to 40 cents.

	Per lb.	
In shell—		
Almonds, Tarragona, new	0 18	0 18½
Brazils, medium	0 21	0 22
Brazils, large, washed	0 23	0 24
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 45	0 48
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 38	0 40

SPICES.—While no difference in local prices is recorded, information from New York says that pepper is higher in Europe and the East, and white pepper tends to be very hard. The same authority states that the balance of the clove crop held in Zanzibar is held at high prices, and as supplies in New York are low, a steady market there is likely. Nutmegs, too, are reported to be firm on trade and speculative buying abroad.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	....	0 12—0 15
Cinnamon, whole	....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	....	0 25—0 35
Cloves, whole	....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 27—0 30
Curry powder	....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	....	0 22—0 25
Ginger, African, ground	....	....—0 16
Mace	....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	....	....—0 50
Pastry spice	....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	....	0 26—0 28
Pickling spice	....	....—0 15
Tumeric	....	0 25—0 35

RICE AND TAPIOCA.—

Rangoon, per lb.	0 03¾	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05¾	0 06¼
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06¾	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05
Flake	....	0 09½

DRIED VEGETABLES.

Beans—	Per bushel.	
Canadian primes	1 90	2 00
Canadian, extra H. P.	2 00	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07½	0 08
Peas, Canadian, per bush.	2 00	2 25
Peas, green, imported, bus.	....	2 60

CANNED GOODS.

MONTREAL.—The only price change during the week was in corn on the cob, the gallon tins now being quoted at $5.00 a dozen. Tomatoes are, of course, leaders in this market, while corn comes next. There is always a good demand for these two vegetables, although for every case of corn sold there are always two cases of tomatoes, or the difference in demand of approximately 50 per cent. Peas are selling better this year on account of cheaper prices. There is also an increase in the consumption of string beans, which is estimated at about 10 per cent. by local dealers.

In the imported lines, French peas seem to be selling well, with mushrooms a good second. Belgium peas are also receiving some attention, while other imports which are moving well include asparagus, lima and string beans, Brussels sprouts and mixed vegetables. There is also quite a demand for spinach and truffles. Of the imported asparagus, that from California is moving out well.

TORONTO.—The market for canned goods here is reported to be good. Home supplies of fruit and vegetables are getting low, and public are falling back on factory products. While demand for canned fish is large, it is in canned salmon particularly that best business is being done. People are realizing that this is a tasty, wholesome, and this year cheap article of diet, and popularity is growing. It is no doubt that canned salmon is likely to advance during the next year or two, the reason being that last year was the year of the big pack, which occurs once every four years, and supplies at primary sources were unusually large. Meanwhile the demand locally is so great that stocks are rapidly being reduced.

MANITOBA MARKETS.

Winnipeg, Jan. 22.—"Unchanged," sums up the business situation. Some good sorting orders are coming in to fill up gaps made in stocks during the holidays but retailers generally have been rather working on the line of reducing surpluses of what are more especially holiday goods and clearing them out at reductions.

The men on the road are inclined to optimism as to business in 1914 and country merchants are of opinion that there is considerable cash in the farmers' hands but that money generally is tight and that industrial conditions in the towns are not as good as they should be. There are many unemployed, no doubt, but conditions in this respect are not abnormal and the wonderfully mild winter has kept many expenses down.

The markets are steady and no important price changes are anticipated.

Collections are fairly satisfactory and the financial outlook is rapidly improving.

SUGAR and SYRUPS.—The following from New York is of interest on the sugar situation:

"Recently there has not been so much pressure to sell on the part of Cuba, as prices are below what is generally accepted as the average cost of production. Naturally, under these conditions, sellers are trying to make arrangements to hold their sugars, but in the face of a continued poor demand on one hand, and large production on the other, it is difficult to see how this can be done. The market can hardly advance without speculative support and this will only come on an improved industrial outlook."

	Per cwt. in bbls.
Sugar, Eastern—	
Extra standard granulated	4 75
Extra ground or icing	5 30
Powdered	5 10
Lumps, hard	5 60
Montreal, yellow	4 30
Sugar, B.C.—	
Extra standard granulated	4 75
Yellow sugar, No. 1	4 45
Yellow sugar, No. 2	4 20
Yellow sugar, No. 3	4 10
Bar sugar	4 90
Icing sugar	5 10
Powdered sugar	4 90
H. P. lumps	5 60
Sugar packed in 100 lb. sacks 5c per 100 lbs. less.	
Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, ¼ doz. in case	2 77
Cases, 10-lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ½ doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
B. C. Cane Syrups—	
2 lb. tins, 2 doz. to case, per cs.	2 85
5 lb. tins, 1 doz. to case, per cs.	3 20
10 lb. tins, ½ doz. to case, per cs.	3 00
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	

Molasses—	Per gal.	
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Imperial quarts, case 2 doz.	....	5 20
Imperial ½ gals., 1 doz.	....	4 75

DRIED FRUITS.—The currant crop of 1913 is estimated at 160,000 tons of which 142,000 tons will be available for export. Prunes and all California lines are very firm. Demand is quiet.

Apricots—	Per lb.	
Extra choice	....	0 13½
Choice	....	0 18
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 07½
Washed	....	0 07¾
1 lb. package	....	0 08¾
2 lb. package	....	0 17¾
Dates, Hallowi, per lb.	....	0 07
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06¼
Half bags	....	0 05¼
Nectarines	....	0 11
Prunes, in 25-lb. boxes—		
90 to 100	....	0 08
80 to 90	....	0 08½
70 to 80	....	0 09
60 to 70	....	0 09¾
50 to 60	....	0 10¼
40 to 50	....	0 12
Raisins, Valencias—		
Valencia selects ..28's	....	1 82
Valencia selects 14's	....	0 94
Valencia layers 28's	....	1 90
Valencia layers 14's	....	0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 12	0 14
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 07¾
3 crown, loose, 25s	....	0 08¼
Choice seeded, package	....	0 09
Extra fancy seeded, package	....	0 10

TEAS and COFFES.—A short Chinese crop is to a certain extent offset by a good one in India but statistically tea is strong. Stocks in England are estimated at 6½ million lbs. below those of this time last year.

Coffee—	Per lb.	
Rio, No. 5, green	....	0 14
Rio, roasted	....	0 18
Santos, green	....	0 16
Santos, roasted	....	0 21
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, choice	0 35	0 45

BEANS.—Beans are steady and demand about average. Continued mild weather is not favorable to this line.

Beans—		
Austrian, hand picked	....	2 45
3 lb. picker	....	0 00

Peas—		
Split peas, sack, 96 lbs.	....	**2 85**
Whole peas, bushel	....	2 25
Barley—		
Pot, per sack 98 lbs.	....	**3 45**
Pearl, per sack 98 lbs.	....	**4 75**

NUTS.—Nuts is a good winter line in this country. Retail trade since the holidays has kept up well.

	Per lb.	
In shell—		
Almonds, Tarragona	....	0 17
Filberts, Sicily	....	0 12¾
Peanuts, Jumbos, roasted	....	0 14
Peanuts, choice, roasted	....	0 11
Pecans	....	0 22
Walnuts, Grenoble	....	0 16
Walnuts, Marbot	....	0 13½
Shelled—		
Almonds	....	0 41
Walnuts	....	0 33
Chestnuts, per lb.	0 20	0 25

FISH and POULTRY.—Supplies of poultry from country points are light but the demand is only moderate. There is fair trade in fish and oysters.

Fish—		
Fresh whitefish, per lb.	....	0 08½
Halibut	....	0 09
Salmon	....	0 11
Smelts	....	0 10
Herring	....	0 06
Lake trout	....	0 12½
Cod fish	....	0 10
Cured Fish—		
Smoked goldeyes, per doz.	....	0 50
Finnan haddies	....	0 08
Holland herring, keg	....	0 69
Labrador herring, ½ bbl.	....	4 25
Oysters—		
Per gallons	....	2 25
Large tins, 4 1-16 gals.	....	10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens	....	0 12
Turkeys	....	0 15
Ducks	....	0 12
Geese	....	0 12
Poultry, Dressed—		
Fowl	....	0 13
Chickens	....	0 16
Turkeys	....	0 20
Ducks	....	0 16
Geese	....	0 14

FLOUR and CEREALS.—The domestic trade is fair but export business is quiet. South Africa has been fair buyer of top grades.

Flour—		
Best patents, cotton bags, bbl.	....	5 30
Seconds	....	4 70
Jute bags 10 cents less.		
Rolled oats, 80 lbs.	....	1 80
Cornmeal, 98 lbs.	....	1 95
Granulated oatmeal, 98 lbs.	....	2 30
wheat granules, bales, 16-6s	....	3 25
Pearl barley, sack 98 lbs.	....	4 75
Pot barley, sack 98 lbs.	....	3 45

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Jan. 22.—Business is improving. Markets are practically unchanged, and collections better. The seed business is interesting just now, dealers getting ready for spring orders. Timothy and clover are particularly firm, but orders are good. Cheese is scarcer than for years. Last year the well-stocked factories did not produce the usual quantities, so large importations were brought from Ontario. Cornmeal advanced 5 cents last week, and declined 5 cents this week. Eggs and butter are unchanged. Onions are firmer, advancing 25c, and are now $2.25 per bag.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, American mess, per bbl.	....	29 00
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 29	0 31
Cheese, per lb.	0 15¾	0 16
Eggs, in case, 35c; hennery	0 45	0 50
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 15¼	0 15½
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 70
Flour, Manitoba, per bbl.	....	6 25
Flour, Ontario, per bbl.	....	5 50
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	1 40	1 60
Sugar—		
Standard granulated	4 40	4 50
United Empire	4 30	4 40
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbados, fancy	0 34½	0 35
Onions, per bag	....	2 25
Currants, 1s, per lb.	0 08	0 08½
Raisins, California, seeded	0 09¾	0 10¼
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Yellow eye	3 50	3 55
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

SASKATCHEWAN MARKETS.

By Wire.

Regina, Jan. 22.—Fine brisk winter weather is now here. Trade is good, and wholesalers are booking spring lines in good volume. Fresh eggs are 45 cents. There is a slight advance in onions, and a noticeable drop in lemons. Beans have increased. Change in rice is expected.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 21	0 22
Butter, creamery, per lb.	0 30	0 34
Cheese, per lb.	0 16¼	0 16½
Fresh, per doz.	....	0 45
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, per case	....	8 35
Lard, 20's, each	....	2 85
Flour and Cereals—		
Cornmeal, 24s, 67¾c; 29s, $1.20-$1.25; 10-10s, $2.55-$2.75; 49s, $1.35; 98s	....	2 44
Flour, 24s, $2.85-$3; 49s, $2.80-$2.95; 98s	2 75	2 90
Rolled oats, 10s, $2.40; 20s, 55-56c; 40s, 99c-$1.00; 80s	....	1 95
Dried Fruits—		
Apricots, choice	....	0 17½
Currants, gulf cleaned	....	0 08¼
Figs, natural 6's	....	0 06¾
Evaporated apples, per lb.	....	0 09¼
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09¼
Prunes, 70-80, 25s	....	0 08¾
Raisins, muscatels, 50s	....	0 07¾
Raisins, muscatels, 25s	....	0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	5 00
Lemons, California	....	6 00
Oranges, navel	3 00	3 75
Onions, Val.	4 50	5 00
Tomatoes, Cal., case	....	2 75
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts	....	0 14½
Walnuts	....	0 19
General—		
Potatoes, per bushel	....	0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel	....	2 85
Coffee, whole, roasted, Rio	....	0 17
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	....	5 17
Sugar, yellow, per cwt.	....	4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.	....	3 82
Corn, standard, per 2 dozen	....	2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches	....	2 91
Strawberries and raspberries	....	4 20
Tomatoes, standard, per dozen	....	2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 80
Sockeye, ½s	....	9 80
Red springs, 1s	....	6 70
Cohoes, 1's, $5.50; hump back 1's	....	3 60

AFTER THE U. S. TEA TRADE.

In order to be in a position to go more strongly after the tea trade in the United States, the Salada Tea Co. are locating in Boston, Mass. They will import tea direct to Boston from the Old Country for that trade. In referring to this, the Boston Globe of recent date, says:

NEW ENTERPRISE FOR BOSTON.

"The Salada Tea Company has just purchased from the New York, New Haven & Hartford Railroad Company a parcel of land at the corner of Berkeley and Stuart Streets, with a frontage of 100 feet on Berkeley St. and 55 feet on Stuart St. The land is part of the old Parq Square Station property and owing to its location is very valuable. The price paid was in the neighborhood of $100,000. A seven-storey granite and terra cotta warehouse is to be erected on this site and it will be made the headquarters of their business in the United States. They will employ from 75 to 100 men.

"The Salada Tea Company have branches in several of the principal cities of the United States. P. C. Larkin of Toronto, Can., is the head of the company."

CORNWALL MERCHANTS ORGANIZE.

A branch of the Dominion Retail Merchants' Association was recently organized in Cornwall, Ont., with the following officers:—President, Thomas J. Donihee; First Vice-President, R. G. Relyea; Second Vice-President, S. W. Jacobs; Secretary, W. Hawthorne, Treasurer, Chas. W. Kyte.

R. C. Doyle of Ottawa and T. J. Maher of Toronto were present and explained the advantages to be derived from organization.

The association proposes to ask for legislation allowing municipalities to pass by-laws imposing a business tax on mail order houses in the larger cities which do business in places other than their headquarters.

OBJECT TO TWO CARTAGE CHARGES.

The cartage question among others was discussed at a recent meeting of the Retail Merchants' Association of Orillia, Ont, The merchants felt that it is unfair that they should be called upon to pay cartage in the city as well as at this end. They instructed the Secretary to write the Central Association, asking that the movement be strongly opposed before the Railway Commission, and that, if necessary, legislation preventing the collection of cartage with the freight be asked for.

The Government will also be asked to place a tax on all mail order houses doing business outside their own city. The merchants think it unfair that they should have to compete with houses which pay no taxes to the communities from which they draw their trade.

FRUIT & VEGETABLES

Prices of Cranberries Soar; Many Changes at Montreal

Lemons Drop 25 to 50 Cents—Other Fruits Make Big Advances on Quebec Market—Vegetables Generally Firm—Rhubarb on Toronto Market.

MONTREAL.

GREEN FRUITS. — Perhaps more changes are recorded this week than during past couple of months, but conditions—that is to say, demand has not shown any great change. Reason for all these changes is due to colder weather, which means greater expense for care, which is necessary in handling these lines. Where decrease is shown it is on account of larger stocks and falling off in demand, which has been good up to present.

Declines have taken place in lemons, which have dropped from 25 to 50 cents per case, while Mexican oranges have dropped from 25 to 75 cents per case.

Increases have been in apples, cranberries, grapefruit and imported peas. Baldwins, Greenings, Russets and Ben Davis apples have jumped 25 cents per barrel for the No. 2 stock; while Spies, both 1st and 2nd, grades, have jumped 50 cents per barrel. Cranberries seem to be very uncertain as to price, and most dealers are quoting different prices. Old price of $12 is a thing of past, and range now is from $13 to $15; while some dealers are quoting as high as $17; but as they are few, it is not listed. Future of cranberries is certainly one which looks as if present prices were cheap, but, of course, this might only be a temporary condition, and prices now quoted might take tumble.

Grapefruit have also jumped up $1.50 to $1.75 per case, while half box of California Winter Nellis pears, which sold last week for $2.25, is now quoted at $2.75. Marmalade oranges have been added to the list, and size 200 is quoted at $3 per box.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 00
Baldwins, Greenings and Russets, No. 2's	....	4 50
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	....	6 00
Spies, No. 1	....	6 50
Spies, No. 2	....	5 00
Bananas, crate	? 00	2 25
Cape Cod cranberries, bbl.	13 00	15 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, Jamaica, case	4 00	4 25
Lemons—		
Extra fancy, 300 size	....	3 75
Fancy, 300 size	....	3 00
Oranges—		
Valencias—		
420 size	....	4 75
714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150-176-200-216-250	2 00	2 25
California navels, 126-150-176-200-216-250	2 75	3 00
Marmalade, 200 size, box	....	3 00
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	4 75
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 60	0 75

VEGETABLES.—This market is also subject to quite a number of price changes, although demand is much the same. Weather, which has been severe, is held responsible for this state of affairs, and following changes are brought to our attention.

String beans (California) are down 50 cents per crate, while turnips are now ranging from 75c to $1, the old price being $1 per bag.

Advances are in cabbage, which are up 75 cents dozen, while they are also quoted by barrel at $2.50. California celery is also up $1 per crate. Boston cucumbers, $1 to $1.75 per dozen. Egg plant is up 50 cents per crate. Spanish onions 75c to $1.25 per case, while half-cases are up 50 cents. Sweet potatoes are up 75c per barrel, or 50c per hamper. Hothouse tomatoes have also jumped 5c per pound. Green peppers are quoted at 90c for 3½-quart basket, old price being $1 for an 11-quart basket. Following is revised list, which has been lengthened slightly by the addition of Spanish and Boston lettuce, which are now being quoted by local dealers.

Cabbage, bbl.	....	2 50
Cabbage, per dozen	....	1 25
California celery, crate	5 75	7 50
Cucumbers, Boston, dozen	2 75	3 00
Egg plant, crate, 2 dozen	....	5 50
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	2 00
Onions—		
Spanish, per case	3 50	4 00
Spanish, half case	....	2 25
Red Danvers, 100 lb. bag	....	3 50
Shalottes, per dozen bunches	....	0 40
Peppers, green, 3½ qt. basket	....	0 90
Potatoes—		
Green Mountains and Quebecs, bag	0 90	1 00
Potatoes, sweet, per bbl.	....	5 00
Potatoes, sweet, Jersey, hpr.	1 75	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, hothouse, per lb.	0 20	0 25
California wax beans, crate	....	6 50
California string beans, crate	....	6 50
Brussels sprouts, quart	0 25	0 30
Spinach, C.H., box	....	1 25
Spinach, C.H., barrel	....	3 00

TORONTO.

GREEN FRUITS.—While some dealers reported markets much the same as last week, one at least reported brisker business, particularly in oranges. It is now stated that Southern crop of California oranges, which was at first thought to be small, has turned out considerably larger than estimated, and good supplies of good quality fruit are now procurable. One man stated that the fruit this year was thirty days ahead of last year in quality of goods marketed. Cranberries are reported to be nearly done, and have advanced to $10.50-$11.50 per barrel, instead of $9.75-$10.00 as formerly.

Demand for lemons is quiet just now. It is stated that large lemons will be scarce this year owing to lack of rain at proper time. There will be no general scarcity, however, as crop of smaller sized fruit is said to be fairly good.

Spies, hand picked, barrel	4 00	5 00
Other varieties, winter apples, No. 1s	2 50	3 00
Other varieties, winter apples, No. 2s	2 00	2 50
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, $2.75; extra	....	3 00
Bananas, per bunch	1 65	1 90
Cranberries, long keepers, box, $3.75; bbl.	10 50	11 50
Grapefruit, Florida, case	4 75	5 25
Grapefruit, Cuban, case	4 00	4 25
Grapes, Malaga	7 50	8 00
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels, 126's-216's	2 75	3 00
California navels, 216's-250's	2 60	2 75
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Mexicans	....	2 00
Sevilles	....	2 75
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	3 50	4 00
Strawberries	0 50	0 60

VEGETABLES.—Fair business is being done this week, according to most men on street. Large cooking onions and cabbage are said to be very stiff, as supplies are getting low. Fresh rhubarb is now procurable in local market at $1.25-$1.50 per dozen. Tendency is for market to be firm in most lines. Potatoes are quoted all the way from 95 cents to $1.05. It is said that market would be easier if it were not for cold weather, and opinion is given that if warmer weather should come a slump in potatoes might ensue.

Beets, Canadian, per bag	....	1 00
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	....	2 50
Carrots, Canadian, bag	0 85	1 00
California celery, case	....	5 00
Parsnips	....	1 00
Potatoes, New Brunswick, per bag	0 95	1 05
Sweet potatoes, kiln dried, hamper	....	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	3 75	4 00
Large cooking, bag 100 lbs.	3 25	3 50
Green, doz., Canadian, 30c; U.S.	0 60	0 65
Rhubarb, per dozen	1 25	1 50
Tomatoes, hothouse, lb.	0 25	0 27
Turnips, bag	0 40	0 50

WINNIPEG.

FRUITS and VEGETABLES.—Navel oranges are now cheaper than for some time and the quality is above average. Trade is fair. Potatoes and all domestic vegetables are scarce and dear.

Navel oranges, case	2 75	3 25
California lemons	....	6 50
Messina lemons	....	6 00
Washington apples, box	2 00	2 75
Ontario apples, bbls.	4 75	6 50
Florida grape fruit, case	....	5 75
Cocoanuts, dozen	....	1 25
Malaga grapes, kegs	6 50	8 00
Cape Cod cranberries, bbl.	11 00	12 00
Chestnuts, per lb.	....	0 16
Valencia onions, crate	....	4 50
Potatoes, per bushel	....	0 70
Potatoes, car lots	....	0 65

FLOUR and CEREALS

Cereals Market Still Weak; Mill Feeds Are Very Firm

Advances in Most Lines of Mill Feeds—Small Output of Mills Partly Reason—Flour Remains Quiet—Dutch Barley up 25c a Bag.

Considerable discussion is being caused among the millars just now over the chances of the Government abolishing the duties on wheat and flour. While a few appear indifferent others are very much interested in the matter and considerable diversity of opinion prevails as to the advantages and disadvantages of such a move. An equal difference of opinion exists over the probability of the Government taking such a step. Of course, nothing definite can be said just now and until the question is fought out in the House, all eyes will be turned towards Ottawa.

A bulletin issued on January 14 by the Census and Statistics Office at Ottawa gives final estimates of the area, yield and value of the principal field crops of Canada in 1913, as compared with 1912. It is quoted as saying that for the whole of Canada the principal field crops occupied a total estimated area of 35,375,000 acres as compared with 35,575,000 acres in 1912, and their value, computed at average local market prices, was $552,771,500, as compared with $557,344,100 in 1912. Wheat upon 11,015,000 acres produced 231,717,000 bushels of the value of $156,462,000, the corresponding figures in 1912 being 10,996,700 acres, 224,159,000 bushels and $139,090,000. Of the total wheat area 970,000 acres were devoted to fall wheat, the production being 22,592,000 bushels and the value $18,185,000 as compared with 971,000 acres, 20,387,000 bushels and $17,157,000 in 1912. Oats yielded a total of 404,669,000 bushels from 10,434,000 acres and the value reached $128,893,000, the corresponding figures of 1912 being 9,966,000 acres, 391,629,000 bushels and $126,304,000. Both the wheat and oat crops of 1913 are the highest on record in Canada, wheat as regards area, yield and value and oats as regards area and yield. The value of the oat crop was exceeded in 1911 when the amount was $132,949,000.

MONTREAL.

FLOUR.—There is little change in local conditions from last week although demand has picked up a little. It is a rule with all large millers that all orders for mill feeds must be accompanied by an order for flour and as mill feed business could not be better, flour trade has benefited greatly therefrom. Apart from those orders, volume of business passing is quite seasonable and although there have been no large sales reported, number of small orders has kept up well which has helped out greatly.

Export business passing at present is rather quiet owing to prices bid by foreign buyers being out of line with millers' views.

	Small lots, in bags. per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—The local market is still quite active so far as small orders to fill actual wants is concerned. Dealers seem to be buying small and often. Prices, however, appear to be quite firm. It is said that buyers are pretty well stocked at present owing to the two heavy weeks at the end of last year.

		Per 98-lb. sack
Cornmeal—		
Kiln dried	....	2 40
Softer grades	....	2 05
Rolled Oats—		90's in jute
Small lots	....	2 22½
25 bags or more	....	2 12½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled wheat—		100-lb. bbls.
Small lots	....	2 85
Hominy, per 96-lb. sack	2 40	2 75

MILL FEEDS.—This market perhaps is most active of all as amount of business passing at present is tremendous and if it keeps up there is bound to be a shortage. Effect of this demand has already boosted prices one dollar a ton all round with exception of feed flour which remains unchanged. Higher prices still are looked for by all local dealers and a famine is also sighted by them providing, of course, that present demand is not a temporary one.

Mill Feeds—		Car lots, per ton
Bran	....	22 00
Shorts	....	24 00
Middlings	....	27 00
Wheat moulee	....	28 00
Feed flour	....	32 00

TORONTO.

FLOUR.—"Nothing new for you," was greeting received by Canadian Grocer representative when he called to see one man regarding flour market. Both local and export trade remain quiet. One explanation of slackness of business is that there is nothing in market to show that prices will go higher and therefore buyers are in no hurry to make purchases. Only chance of advance, it is said, is in event of growing crop in United States being damaged which by latest reports does not seem likely. On other hand some hold opinion that low supplies of wheat held by Western farmers now may cause an advance in prices.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 30	5 00
Second patent	4 70	4 50
Strong bakers'	4 50	4 30
Flour in cotton sacks, 10c per bbl. more.		

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	4 70—4 90	4 40
90 per cent.	4 50	4 00
Straight roller	4 40	3 90
Blended flour	4 30	4 35

CEREALS.—Owing to scarcity in home markets imported pearl barley has advanced 25 cents per bag while Canadian barley is firm. For rest of this market, weakness reported in last issue has continued, price-cutting by some millers is still reason given. Cornmeal is 5 cents lower this week at $2.20—$2.25, with lower quotations by some dealers in oatmeal, rolled oats and wheatlets.

Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.		3 00
Cornmeal, yellow, 96 lbs.	2 20	2 25
Graham flour, 98 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 37	2 47
Oatmeal, granulated, 98 lbs.	2 37	2 47
Peas, Canadian, boiling, bush.	2 00	2 25
Peas, Chili, boiling, per lb.	0 05	0 06
Peas, split, 98 lbs.		3 65
Rolled oats, 90 lb. bags	2 15	2 20
Rolled wheat, 100 lb. bbl.		2 85
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Firmness mentioned last week has been well maintained, with advances in many cases. Shorts do not seem to be procurable now under $24 per ton; middlings are quoted at $26.50 and $27.00 per ton instead of $25.50 and $26.50, as last week. Wheat moulee is also stronger as well as feed flour which has advanced to $1.50 per bag. Demand keeps up well, while supplies are scarce. One reason given for scarcity is that while export business in flour is dull many mills have reduced output and consequently the by-products of flour manufacture are small.

Mill Feeds—	Car lots.	per ton.
Bran	22 00	22 50
Shorts	....	24 00
Middlings	26 50	27 00
Wheat moulee	27 00	28 00
Feed flour, per bag	....	1 50

FISH AND OYSTERS

Better Tone in Fish Markets; Toronto Tradesmen Busy

Good Trade at Montreal in Cod, Herring, Smelts and Flounders—Unfavorable Weather Boosts Lobsters.

MONTREAL.

FISH.—With respect to halibut, total deliveries for year 1913 from Canadian "bottoms" on the Pacific Coast were, in round numbers, 39,000,000 pounds. For same period last year total was 35,000,000 pounds, which shows increase, roughly speaking, of 4,000,000 pounds. Average price for year 1912 was 6 cents per pound and for year 1913, 8 cents.

Though total supplies this year have been 6,000,000 pounds more than last, due to extra cost of producing and increased wages paid to fishermen, average price has been seven cents. Frozen salmon, though it was supposed to be one of big years, has not accumulated in such quantities as was expected. For canning purposes, large quantities were used and with balance left over from previous year has made price decline about 10 to 12½ per cent. In the frozen state, salmon market has opened up at about same level as last season, but demand has been larger and, with short production, prices are gradually advancing.

Another staple line, frozen haddock, has been advancing in price for past month and will reach, before Lent, highest figure ever paid for quite a number of years. Due to large exports to the States this year, same condition will apply to codfish as market is practically without supplies and nothing in sight for Lenten trade.

Fortunately there have been good qualities of pollock and hake put up in same style and this will be good substitute for purpose. Boneless, stripped and dried codfish are also in very limited quantities.

Haddies, bloaters and kippers are in good demand and prices remain unchanged.

Severely cold weather that we are experiencing has stimulated sales of Tommy cods, herrings, smelts and flounders which has resulted in stocks being reduced considerably. Trade in oysters, both bulk and shell, is rather quiet. Lobsters are scarce on account of stormy weather and prices therefore are rather stiff.

General tone of market is good and prospects are for large turnover from now until Lent.

TORONTO.

FISH AND OYSTERS.—Tradesmen in these lines are smiling these days over good business. Lots of fish are coming in and lots going out, and everybody is happy. Increased trade is due no doubt partly to colder weather and partly to fact that public are finding fish cheaper article of diet than fresh meat these times. Unpropitious weather has lessened supplies of lobsters and these have taken jump to 45 cents a lb. Codfish and flounders also are reported to be quite scarce. Oysters, however, are plentiful. Market at present tends to be firm.

	Montreal.	Toronto.
SMOKED FISH.		
Haddies, per lb.	$ .06	$ .08
Haddies, 15-lb. and 30-lb. boxes, per lb...	.07½	.09
Haddies, fillets, per lb.	.11	.11
Haddies, Niobe boneless, per lb.	.08	....
Yar. Bloaters, 60 in box	1.20	1.20
St. John's bloaters, 100 in box	1.20	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.20	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40..	1.40	....
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.50	1.80
Smoked eels	.12	....
FROZEN FISH—SEA FISH.		
Salmon—Gaspe, large, per lb.	.15-.16	....
Salmon—Gaspe, medium and small, per lb.	.14-.15	....
Salmon, red—steel heads, per lb.	.12-.13	.14
Salmon, red—sockeyes, per lb.	.10-.11	.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.10
Salmon, pale qualla, dressed, per lb...	.07½-.08	.08-.09
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb. per 100 count	1.70	2.00
Herrings, large, 85 lb. per 100 count..	2.25	2.75
Sword fish, whole chunks, per lb.	.08-.09	....
Haddock, medium and large, per lb...	.05-.05½	.05
Market codfish, per lb.	.04½-.05	.07
Steak codfish, per lb.	.05-.05½	....
Pollock, per lb.	.03½-.04	....
Tommy cods, per bbl.	2.00-2.25	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.10	.12
Smelts, small, per lb.	.07½	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.12-.13	....
Sea trout, per lb.	.10-.11	....
LAKE AND RIVER.		
White fish, large, per lb.	.10-.11	.10-.11
White fish, small tullibees, per lb.	.06-.06½	.08
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb...	.06½-.07	.07
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	....
Perch, per lb.	.09-.09	....
PICKLED FISH.		
Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	....	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	5.75	5.75
Herrings, Labrador, half bbls.	3.25	3.25
Herrings, Nova Scotia, bbls.	5.50	....
Herrings, Nova Scotia, half bbls.	3.00	....
Lake trout, half bbls.	7.00	8.00
Quebec sardines, bbls.	5.50	....
Quebec sardines, half bbls.	3.00	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.07½	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	....
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs..	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65
SALT FISH.		
No. 1 green cod, large, bbls.	10.00	....
No. 1 green cod, medium, bbl.	9.50	....
No. 1 green cod, small, bbl.	8.00	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.07½	....
DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lb...	7.50	....
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb...	7.00	....
Dressed or skinless codfish, 100-lb. case....	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.08	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes....	.15	.15
BULK OYSTERS, CLAMS, ETC.		
Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....
OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.		
Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl..	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb..	.25	.45
Boiled lobsters, medium and large, per lb...	.26	....
Lambs tongues, in vinegar, spiced, per doz..	.50	....
Pigs' feet, in vinegar, per doz.	.50	....
Pigs' feet, in vinegar, tubs of 35 lb.	3.15	....
lambs tongues, spiced in vinegar, 200-lb. bbls.	45.00	....

HALIFAX, N.S.

FISH.—There is little movement in fish trade at present time. Everything is decidedly dull, but it is expected that general movement will take place shortly, as stocks held in Halifax, Lunenburg and St. John's, Newfoundland, are about 200,000 quintals short of average and supply on foreign markets is not large. It is probable that every quintal now held will be sold before any new fish are marketed.

The weather during the past week has been very unfavorable for fishing operations along local coast and receipts have been small. Lobster prices have advanced 25 per cent. as result. Salt mackerel have advanced one dollar per barrel and salmon has declined $1 per barrel.

A HELP TO THE MANAGEMENT.

The MacLean Publishing Co., Ltd.

Dear Sirs,—Enclosed find postal note for two dollars, for subscription to the Canadian Grocer for year ending Dec. 20, 1914.

By reading the leaks and the market quotations in the Canadian Grocer I find it of great value to me in the management of my own business.

Hoping you will have a prosperous 1914,

Yours very truly,

WILFRED G. LAUTHIER,

177 Rochester St., Ottawa, Ont.

PRODUCE & PROVISIONS

Butter Continues Steady; General Decline in Newlaids

Storage, However, Continue Firm — Poultry Strong on all Markets—Cooked Hams and Bacon Down One Cent—Barreled Pork Down 50 Cents in Montreal.

"The market these days is just like the weather—dull and draggy," said one dealer in reply to a query from The Canadian Grocer. Fact is that same report was heard in all quarters visited, business appearing to be on quiet side. Provisions at Montreal are reported to be similar.

Eggs are not attracting much attention now, for, while storage eggs are almost gone, new-laids continue coming in from Canadian farms, and plenty are to be had across line. Although storage eggs are quoted a little cheaper at Toronto, market in them there and at Montreal is no lower in tendency, for, according to some, storage selects are likely to be of better quality than new-laids imported from United States. While prices in most lines this week are steady, general tendency is for market to be easy, although in few cases advances are not unlooked for.

Poultry is strong on both Quebec and Ontario markets, and butter is reported to be in a strong position at Montreal.

At meeting of Toronto Produce Exchange this week there was little doing. Offerings, however, were better than last week. They were as follows:—

BUTTER.—25-26 creamery solids, 26½c, not sold.

EGGS.—25-30 new-laids, 40c, bid 38c; 25-30 new-laids, 39c, bid 38c; 25-30 U.S. storage, 34½c, bid 32c; 100-30 U.S. storage, 34½c, not sold.

CHEESE.—25 large Sept. parf., 14¼c, not sold; 50 large Sept. parf., 14⅛c, not sold; 11 large White Prize, 13⅞c, not sold.

MONTREAL.

PROVISIONS.—"Everything is quiet at present," was greeting to Canadian Grocer this week. Amount of business passing at present time can, therefore, be termed quite reasonable. Breakfast bacon is now quoted on little wider range, prices being from 19c to 21c. Cooked hams are also down a trifle from last week. Quotations for barreled pork have also declined from $1 to 50c per barrel, with one exception, that being clear pork, which remains same. Demand for lard is quite seasonable, and present prices have been maintained for some time on local market, although, as a rule, they are subject to quite a lot of change. Market for hogs is firm.

		Per lb.
Hams—		
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 90-100 lbs.	....	0 14½
Flanks, bone in, no. smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	27 50
Clear pork	....	26 50
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 11¾
Bricks, 1 lb. each	....	0 12¾
Hogs—		Per cwt.
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	13 50	14 00
Dressed, country	12 25	13 25

BUTTER.—Volume of business which was in evidence on local market during past week was considered good by local dealers. North-West has suddenly broken in on this market, and from all appearances it would seem that their stocks are becoming low. Last spring saw little or no business with North-West, as their stocks of both Canadian and New Zealand butter seemed quite heavy. It will also be recalled that some New Zealand butter was received at Vancouver not long ago. However, if North-West call on this market for supplies during next few months, stocks on hand will be reduced quickly, and this may result in shortage. Holders here are quite confident that present stocks are none too large to fill requirements during next three months.

Creamery—		
Cold storage, good	....	0 27
Choice	....	0 31
September-October	....	0 29
Dairy butter	0 24	0 27

EGGS.—Supplies of fresh eggs available at present are good, with result that prices have dropped from 5 to 8 cents per dozen, and it is thought by some local dealers that cheaper eggs are now to be had, providing present supply does not drop off. Same cannot be said of storage eggs, however, as local stocks are practically exhausted; in fact, a couple of mornings last week some local dealers could not supply storage eggs to their customers.

Although fresh egg supplies are much freer than they have been, it must be taken into consideration that there was drop in the demand of approximately 40 per cent., which was due to higher prices and usual conditions at this time of year. If this demand, which has fallen off, starts in once more, present prices will in all probability be maintained.

		Per dozen.
Eggs, case lots—		
New laids	0 42	0 45
Selects	....	0 40
No. 1's	....	0 35
No. 2's	....	0 28
Splits	....	0 25

CHEESE.—A local dealer stated this week that consumption of cheese, locally, was on the increase, and attributed this fact to number of English people now residing in this city. It is generally known that English are noted cheese-eaters, and that their presence here is felt by trade certainly bears this out.

Local market is firm at present, demand being good. There appears to be very little cheese left for export, and holders are not concerned as to future.

Cheese—		
Old specials, per lb.	0 16	0 17
September and October	0 13½	0 14
November, per lb.	0 12½	0 13
Stilton	....	0 17

HONEY.—Locally stocks are said to be quite heavy, while it is also reported that there is still considerable honey available throughout country. Production of clover honey this year was very heavy. Prices remain easy, with a demand of a hand-to-mouth nature passing.

Honey—	White Clover per lb.	Buckwheat per lb.
Barrels	0 12	0 09
Tins, 60 lbs.	0 12½	0 09½
Tins, 30 lbs.	0 12½	0 09¾
Comb, 13-14 oz. section	0 20	0 15—0 16
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.—Although there was considerable of all kinds to be had few weeks ago, present supplies are light, and future stocks said to be scarce. With these conditions existing, all large holders are confident of better prices in near future. Fowl and geese have advanced 1 cent all round, and one dealer stated to-day that present prices did not look good to him for very long stay. This condition, though, is not at all unusual, as most of the stock available throughout country is sent in for Christmas and holiday trade. This leaves only larger dealers to buy from, and they usually get what is asked, as produce merchants can always turn stock over without trouble at this season.

POULTRY.

Fresh stock	Live.	Dressed.
Broilers, per lb.	....	....—0 25
Ducks, milk fed	0 16—0 18	....—0 20
Fowl	0 14—0 13	0 15—0 16
Geese	0 11—0 13	0 14—0 15
Turkeys, spring	....—0 15	0 20—0 22
Turkeys, old Tom	0 15—0 16	....—0 18

TORONTO.

PROVISIONS.—Although price of live and dressed hogs continues firm, not much change in prices of pork products has been seen. In fact, market was reported as easy in more than one establishment. Breakfast bacon was quoted at 18½ to 19 cents this week; rolls at 15½ instead of 16½ cents, and boiled hams had declined 1 cent to 28 cents per lb. Medium hams were quoted at 18½ cents, an advance of half a cent. Market is in rather uncertain condition. Not much business is being done, and main feature at present likely to cause a change is price of hogs, which, if it keeps up, will eventually cause advance in provisions, but the firmness in price of hogs is a matter of question.

Hams—		
Light, per lb.	0 18½	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 23	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	0 18½	0 19
Roll, per lb.	....	0 15½
Shoulders, per lb.	....	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb	....	0 14
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Tins, 3 and 5 lbs., per lb.	....	0 15¼
Bricks, 1 lb., per lb.	....	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10½
Tubs, 60 lbs., per lb.	0 10¾	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¾
Hogs—		
F. O. R., live, per cwt.	8 50	8 75
Live, fed and watered, per cwt.	9 00	9 25
Dressed, per cwt.	12 25	13 00

BUTTER.—While some fresh-made stuff is coming in, some complaints are made that it is of only poor to medium grade. Demand is fair, however, for both fresh-made and storage, and there is no accumulation of stock. Market for storage creamery butter was steady, and prices were well maintained; while dairies, although about the same in price, tend to be easy, no doubt owing to quality not being just A1. Creamery prints were little higher at 32 to 33 cents, instead of 31 to 32 cents, as last week.

Butter—		
Creamery prints, fresh made	0 32	0 33
Creamery prints, storage	0 29	0 30
Creamery, solids, storage	0 27	0 28
Dairy prints, choice	0 26	0 28
Dairy, solids	0 21	0 25
Separator prints	0 28	0 30

EGGS.—Market in eggs continues good. New-laid eggs are coming forward freely to help, storage stocks supply demand. Plenty of new-laids are to be had in Chicago at reasonable prices, and no scarcity of this article is expected. Prices are slightly lower all around, new-laids selling at 40 cents per dozen in street, and selects at 38 and 39 cents. Small difference in price between new-laids and selects is worthy of notice.

	Per dozen.	
Eggs, case lots—		
Strictly new laid, in cartons	....	0 40
Storage, selects	0 38	0 39
Storage, No. 1 stock	0 35	0 36
No. 2's	....	0 28
Splits	0 27	0 28

CHEESE.—Market continues firm, with no change in price. It is rumored that local stocks are not high, and dealers are not worrying about the future. Fact that some large shipments have been made to Philadelphia and New York points to United States as a market for surplus stocks.

Cheese—		
Old, large	0 15	0 15¾
Old, twins	0 15½	0 16
New, large	0 15	0 15¼
New, twins	0 15¼	0 15½

POULTRY.—Market is unusually good for poultry at this time of year. Demand keeps strong, while supplies, although not overflowing, are sufficient. All lines continue popular, although there is greater demand for ducks and fowl than for any other lines.

Fresh Stock—	**Live.**	**Dressed.**
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	....—0 15	0 16—0 18
Fowl	0 11—0 13	0 14—0 16
Chicken, lb.	0 12—0 14	0 16—0 18
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

HONEY.—While there have been no changes in price of honey this week, there seems to be strong belief on street that prices must go down. It was emphatically stated by more than one that prices have been too high for past year; so high, indeed, that public would not buy freely, and some of last year's stock was even yet on hand. Instead of being a food, honey has become a luxury.

Clover, bbls., per lb.	0 09½	0 10
60, 30-lb. tins, per lb.	0 10	0 11
10, 5-lb. tins, per lb.	0 11	0 12
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 40	3 25

WINNIPEG.

PRODUCE and PROVISIONS. Eggs are easier, butter unchanged, cured meats and lard steady. Though hog receipts are very heavy the live stock market is firm and cheaper meals are not in sight.

Cured Meats—		
Hams, per lb.	0 14	0 19
Shoulders, per lb.	....	0 12
Bacon, per lb.	0 17	0 21
Long clear, D.S., per lb.	....	0 12½
Mess pork, bbl.	....	27 00
Lard—		
Tierces, per lb.	....	0 12½
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02
Eggs—		
Good eggs	....	0 28
Strictly fresh	....	0 35
Butter—		
Creamery	0 30	0 33
Dairy	0 21	0 23
Cooking	....	0 18
Cheese—		
Large	....	0 15½
Twins	....	0 15¾

At a meeting of the Toronto Produce Exchange on the 19th inst. Mr. Madden and Mr. Fee were appointed a committee to arrange for a banquet for the Canadian Produce Association to be held about the second week of February.

Staff Gatherings

The annual reunion of the "Shredded Wheat Family" was held recently in Niagara Falls, N.Y., at the company's factory. This conference was attended by the executive officers, and general sales agents from all over the United States Canada, and the British Isles. The proceedings consisted of papers and addresses covering every department of the work in the field. In addition to the business sessions held in the Shredded Wheat plant the company provided in its usual lavish way for the entertainment and amusement of its representatives. The entertainment included a "get-together" family dinner and concert by the Shredded Wheat concert band, a band of 45 pieces; a dance in the auditorium of the Shredded Wheat plant with music by the Shredded Wheat orchestra, ending with a banquet to the agents and representatives in the private dining-room of the plant.

John Hewitt, the Toronto sales agent was among those present. Included in the board of directors are David Fasken and Joseph Henderson, of Toronto.

The Chatham (Ont.) Planet, on the day after the municipal elections there showed a large two column cut of Jno. McCorvie, retail grocer, who was elected Mayor of Chatham by a large majority. In referring to his election, The Planet says in part:,—The most satisfactory thing in connection with the election was the splendid majority of 475 which was given to Mayor McCorvie. All through his campaign Mr. McCorvie conducted himself in a praiseworthy manner, and the fact that his majority is so large shows that he possesses a great amount of the confidence of the people."

SITUATION WANTED

TEA SALESMAN DESIRES POSITION WITH wholesale or broker's establishment. Twenty years' experience, nine years with present firm. Excellent references. Box 37, Canadian Grocer.

AGENCIES WANTED

WE KNOW THE RETAILERS AS THEY should be known. Do you want our connection? Only quality lines handled. The W. B. Lothian Co., 1332 Board of Trade Building, Montreal.

NOTICE TO GROCERS

WANTED TO PURCHASE A GOOD GROcery business in any good location in Toronto. We have a client who wishes us to purchase for him. We will deal with owners only. Telephone Main 2403 for appointment. Day, Ferguson & O'Sullivan, Barristers and Solicitors, Tanner & Gates Building, 26 Adelaide Street West.

Consult Your Travellers

Your advertisement in Canadian Grocer reaches the cream of the Canadian retail trade. For over 26 years the most progressive and up-to-date retailers have contributed to its columns and depended upon its weekly market and merchandising information. This is the sort of connection that makes a paper valuable to its advertisers.

We want you to investigate these claims. Suggest to your travellers that they ask their customers

1. **If they subscribe for Canadian Grocer?**
2. **If they watch its markets from week to week?**
3. **If they find its merchandising articles of practical use?**
4. **If they consult its advertising pages?**

When you get this information you will want to place an advertisement with us immediately, or increase the one you already have.

You will be asked to spend your good money in many quarters this year of 1914. Why not investigate and see that you get value received.

CANADIAN GROCER

143 University Avenue Toronto, Ont.

A wonderful seller



The demand still increases — there has been no let up. Everybody wants the Jam, Jelly or Marmalade in the tumbler. We have had to increase our capacity in order to fill orders promptly.

Have you guessed the reason for this wonderful success?—it's the purity and deliciousness of the jam. **L. & B. Banner Brand Jams and Jellies** are absolutely pure; made of finest fruits, apple jelly and pure cane sugar. The customers always want more.

Get your supply at once.
Your wholesaler handles.

BANNER L&B BRAND

A "mighty good Jam and a mighty good seller."

LINDNERS LIMITED

340 Dufferin Street **TORONTO**

Phone Parkdale 2985

REPRESENTATIVES

The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; Lyne Usher, Halifax, Nova Scotia and Prince Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; Western office at Winnipeg.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

In Cartons—

No. 1, 1 lb., 4 doz.	$ 2 25
No. 1, 1 lb., 2 doz.	2 25
No. 3, 2½ oz., 4 doz.	0 45

In Tin Boxes—

No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 5[illegible]

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 89	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

Chocolates

Made by **Bond, Limited,** Bristol, England

are the high-water mark of quality

Pastelles and Gums

Made by **Carsons, Limited,** Glasgow, Scotland

are an ideal combination of pure fruit and gums.

MESSRS. DAVIDSON, McBEAN & CO., LTD.

86 Wellington Street West, Toronto

have a full range of samples on show in their sale-room.

It's too late to close up when the steed is gone



If you, Mr. Manufacturer, Mr. Producer or Mr. Importer, are deferring your opportunity to close in on the vast market of the Canadian West you are not only losing good profits now but you may lose the opportunity of getting in strong with the trade.

We are right on the ground with a strong organization of salesmen and can place your products before the trade in every corner. Our six large warehouses and excellent shipping facilities give us unexcelled advantages for prompt service and proper introduction of your lines. We guarantee results.

Write at once for particulars and terms.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg, Man.

Branches: Regina, Saskatoon, Edmonton, Calgary, Lethbridge



FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN **B. W. I.**



COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	3 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 5-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅛	0 25	0 30
1 and ⅛	0 32	0 40
1 and ⅛	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 60

California Navel Oranges

Remember, we are the leaders in high-class Navel Oranges.

For Xmas and present selling, quality and color perfect. Also Florida, Mexican and Jamaica Oranges.

Fresh car Cocoanuts.

White & Co., Limited

TORONTO and **HAMILTON**

Golden Orange Brand

California Navel Oranges. Our first car this season of this

Celebrated Brand

due to arrive this week. The trade know how good this brand is. **Always the highest quality packed.**

Prices Reasonable

Another car California Celery. Extra Fancy, well bleached, all sizes.

Send along your orders.

HUGH WALKER & SON

Guelph and North Bay

LARD

For a starter in the new year we would suggest buying Lard and first Simon Pure "Star Brand" Lard, put up by Fearman of Hamilton. Have you had our one-pound cartons? If not, it is time you began. They are neat, handy and clean.

F. W. FEARMAN CO., Limited

Hamilton, Ont.

MINCE MEAT

It is impossible to make anything better than

Wethey's "Home-Made"

It is positively the highest grade mince meat on the market and is sold at a most reasonable price.

We are pleased to quote.

J. H. WETHEY, Limited

St. Catharines, Ont.



BRUNSWICK

BRAND

FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

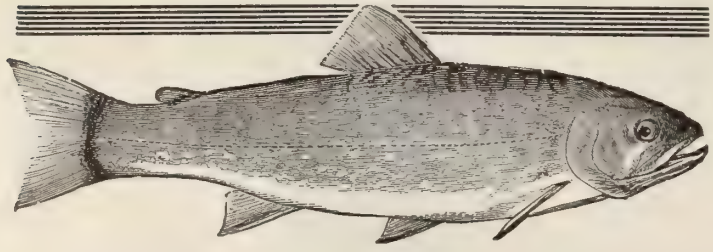
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co. Victoria, B.C.



5 oz. (all flavors) doz. 4 50
8 oz. (all flavors) doz. 6 50
16 oz. (all flavors) doz. 12 00
32 oz. (all flavors) doz. 22 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (2-qt. size), per doz. 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Ammonia Powder—	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—	**Per doz.**
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—	
10c cakes, boxes 2 doz.	0 90
	Per lb.
½ lb. cakes, boxes 6 lbs.	0 32
Cocoa—	**Per doz.**
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—	**Per lb.**
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—	**Per doz.**
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato—	**Per doz.**
Cases 2 doz.	1 20
Icings, Prepared—	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.L.—	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90

	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—	**Per doz.**
Cases 2 and 4 dozen	0 90
Shaker Table Salt, free running,	
	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" BRANDS COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40
5c pkgs., cases 50s	1 90

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" BRAND CEYLON TEA.

	Per lb.
25c black, green or mixed, 1 lb.	0 20
25c black, green or mixed, ½ lb.	0 21
30c black, green or mixed, ½ and 1 lb. pkgs.	0 24
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
	Per case.
"Piccaninny" brand pancake and	

LAPORTE, MARTIN, LIMITED. Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case 5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	0 09½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES. BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 50

The silver harvest of the sea!
"King Oscar" Brand Sardines

From the waters of Norway—the home of the finest sardines in the world—come "King Oscar" Brand. The quality and deliciousness of these sardines is known to consumers everywhere. They are packed in pure olive oil, and carefully selected for size. The dealer who handles this brand is backed with quality, good profit, and a widespread publicity campaign.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, - CANADA



By Special Royal Permission.

Cleave's
DEVONSHIRE CREAM
Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good

ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents

FRANK DAVY & CO., 6 St. Sacrament St., Montreal

Any of these firms will supply you

Continental Germ-Proof Grocery Bags

Reinforced Automatic Opening, Square bottoms.

Guaranteed by the manufacturer



DISTRIBUTORS:

ONTARIO—The Continental Bag & Paper Co., Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright, Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

WINDSOR TABLE SALT

is just clean, pure Salt, refined to the highest degree of purity, in the most modern Salt works on the continent.

Canadian Salt Co., Limited
WINDSOR, ONT.







Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Sparkling Cider, 24 pts..... 4 75
Sparkling Cider, 36 splits 4 90
Extra Fins, 100½ 16 00
Apple Vinegar, 12 qts..... 2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs...	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.....	14 50
Extra Fins, 100 ½ kilo, cs.....	15 00
Tres Fins, 100 ½ kilo, cs.....	13 50
Fins, 100 ½ kilo, cs.....	11 50
Mi Fins, 100 ½ kilo, cs.....	11 00
Moyens No. 1, 100 ½ kilo, cs....	10 00
Moyens o. 2, 100 ½ kilo, cs.....	9 50
Moyens No. 3, 100 ½ kilo, cs.....	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case 5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 3 lbs., 20 to case.....	0 11¼
Cases, 5 lbs., 12 to case.....	0 11¼
Cases, 10 lbs., 6 to case.....	0 11

F. O. B. Montreal.

MARMALADE
SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case).....	$1.90	$1.80
2 lb. glass (1 doz. case).....	3 20	3 30
4 lb. tin (1 doz. case).....	5 50	5 25
7 lb. tin (½ doz. case).....	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case).....	$1 60	$1 55
2 lb. glass (1 doz. case).....	2 80	2 70
4 lb. tin (1 doz. case).....	4 80	4 65
7 lb. tin (½ doz. case).....	7 75	7 50

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI
C. B. CATELLI CO., LIMITED.
Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, ease 10 lbs. loose; case 60 pkgs., ½ lb. each..	7½	7

Marguerite Brand.

Same assortment as above...	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5 10, 30 lbs. (loose). .	5½
30 lb. cases, 1 lb. pkgs..... .	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.
Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case..... 7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases. 1 lb. pkgs..... .	6

Terms, et 30 days.

JELLY POWDERS.
JELL-O.

Assorted case, contains 2 doz.....	1 80

Straight.

Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz.....	1 80
Strawberry contains 2 doz.....	1 80
Chocolate contains 2 doz.....	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.....	2 50

Straight.

Chocolate contains 2 doz.....	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.....	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz.....	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.
SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

STARCH.
THE CANADA STARCH CO., LTD.
EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 1 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 60
20 lbs. Benson's Enamell (cold water), per case	1 80
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch..	.06

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.

Owen Sound, Ontario

FREE FREE

How a postage stamp will net you $1.20

Special advertising offer to the trade throughout Canada, who handle the **John MacKay (medicated) Pot and Pearl Barley**, the standard of the world.
If you will send us the name of your wholesaler, together with one of our empty bags bearing the Highlander's head, we will send you, free of charge, one doz. cans of a high quality barley product that we are putting up.



It costs you nothing but the stamp, but when sold the goods will net you $1.20.

Don't delay—write at once.

John Mackay, Limited
Bowmanville, Ont.

For Every Day SATISFACTION

use

"ST. NICHOLAS"

"HOME GUARD"

"QUEEN CITY"

"PUCK"

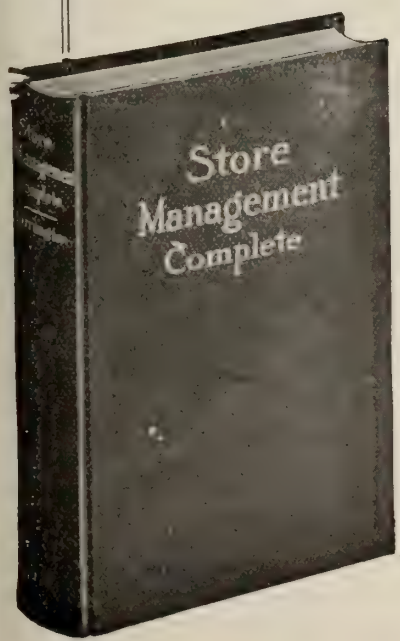
They're the Best

J. J. McCABE
Agent
Toronto, Ont.

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

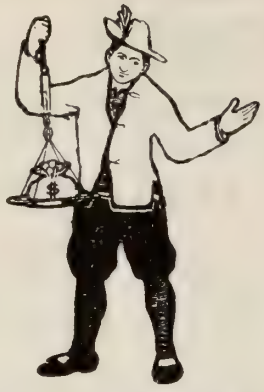
CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New **Just Published**

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-149 University Avenue **TORONTO**

Never found wanting





Whether weighed in the balance for profit or for quality, **DISTIL Coffee Essence** is never found wanting. It has won the favor of the British market for over 25 years and has been awarded 22 prize medals for quality. **Distil** will be a new delight to your patrons and will be a new delight to you in good sales and profits. Send in a trial order to our nearest agent. Price $5.80 per case of 4 doz. 5 oz. bottles.

Order direct from

The Harry Horne Co., **Toronto**

or

Leadley Limited, **Winnipeg**

Agents wanted for Vancouver, Montreal and St. John. Correspond with The Harry Horne Co.

THE DISTIL MFG. CO.

Limited

London, **Eng.**



Repeat-order Soups

Edwards' Soups are repeat-order soups. They are soups that please the grocer because they sell so quickly, soups that please the customer because they are so good. Edwards' Soups mean a brisk turnover because they are widely advertised and because your customers use them in the kitchen practically every day.

EDWARDS' DESICCATED SOUPS

The soups with the dollars in them?"

Edwards' desiccated Soups are made in three varieties :—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

Write for full particulars of trade terms to

MONTREAL—Wm. H. Dunn, 396 St. Paul Street. (*For Quebec & Maritime Provinces*)
TORONTO—W. G. Patrick & Co., Limited, 77 York Street. (*For Ontario and British Columbia*). **WINNIPEG—W. H. Escott Co., Limited, 181 Bannatyne Avenue** (*For Prairie Provinces*).

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key,
6-lb. toy drum, with drumsticks,
8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containg 45 cartons, epr case 3 00
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.50; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints..... 3 25
Cases of 3 doz. ½-pints..... 2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 80

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan.....	3 65
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser.....	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's.....	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	50
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	50
Pay Roll, 7s	50
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	50
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	30
Regal Cube Cut, 9s	70

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.

In 30, 60 and 80 lb. cases.

Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 21
Orange Label, 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s	0 28
Brown Label ¼s	0 30
Green Label 1s and ½s	0 36
Red Label ½s	0 40

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

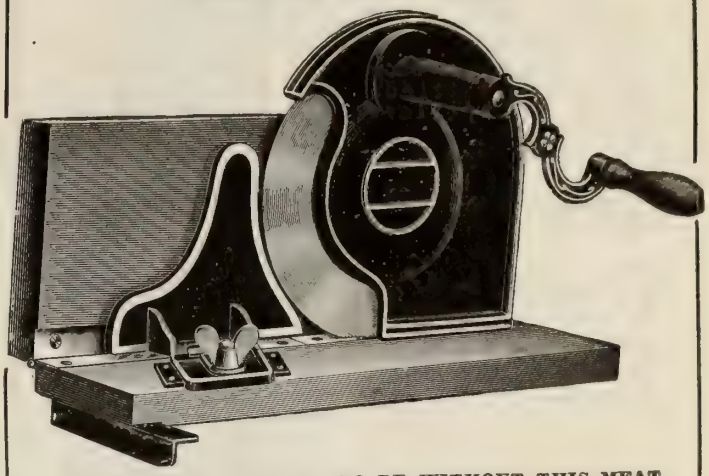
Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods & Co.
HAMILTON and WINNIPEG

THE ROTUNDA
Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.
KINGSTON, ONTARIO, CANADA
AGENTS





A LOT LESS RUBBING
NO MORE MONEY

—from the housewife's view-point

The good housewife appreciates fully the services given her by this pair of wash-day requisites. They eliminate to a very great degree, the hard rubbing of wash day and thereby save the clothes, as well as much hard labor.

It is evident that these soaps are reaching the heart of the people from the monthly increase in sales that our books show. In selling them you give the housewife the maximum of real value, and make a full 26½ per cent. on your investment.

Sold through the wholesale trade.

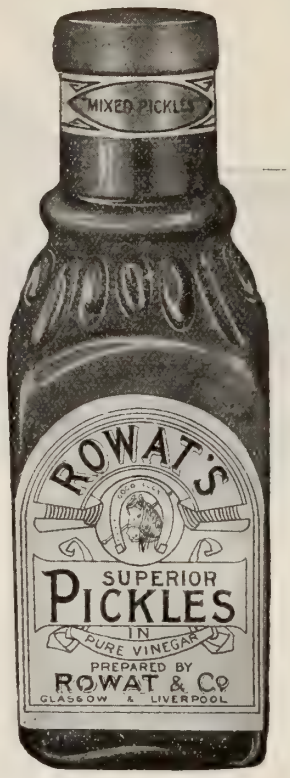
There's a treat in store

for your customers who have never tried Rowat's Superior Pickles.

If you would seal your trade to your business just sell them their first bottle of

Rowat's Pickles

—the difference that is all Rowat's from any other line spells repeat orders for your store.



ROWAT & CO.
Glasgow - Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Corlstine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

ORANGE MARMALADE
BANNER BRAND.

	Price Doz.	Shipping W'ght Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	33
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.
MINTO BROS.
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
buckwheat flour, cases 3 doz.	3 90	
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label ¼ only	.55	.80
Gold Label, ¼ only	70	1 00

JAMS AND JELLIES.
T. UPTON & Co.

Pure Fruit Jams—Raspberry and apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per dozen; o. 2 tins, 2 dozen in case, $1.90 per doz.: No. 5 tin pails, 9 pails in crate 37½c. per pail; No. 7 tin pails, 6 pails in crate, 57½c. per pail: No. 7 wood pails, 6 pails in crate, 52½c. per pail; 30 lb. wood pails, 7¼c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant and pineapple flavors, 9-oz. glass tumblers, 2 doz. in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 paills in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-ib. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE, SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages	1 15

RICE'S SALT

THE TABLE SALT ABOVE THE AVERAGE

Give your customers the best salt—**Rice's**, and you will coin their trade for other profitable goods. Rice's salt is the finest quality—Table and Dairy Salt produced. Purity is the key note.

We ship promptly. Get our prices.

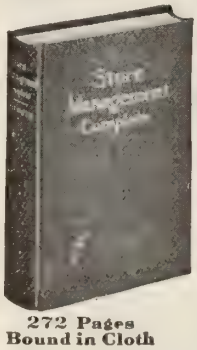
THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON & GODERICH, ONTARIO

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it shonld be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO



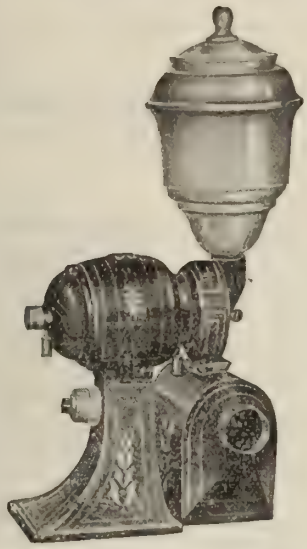
HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

The Latest Improved Coffee Mill for the Up-to-Date Grocer



An Electric Cutting Machine designed with Machine Steel Burrs tempered in Oil, which produces evenness in Grind, thus improving the Cup quality of the Coffee, has also a Fan connecting with the Rotating Burr, which keeps the Grind Head clean, so there is no danger in mixing Grades.

There is also a Numbered Setting Device arranged so that you can give your customers their Coffee as they like it. Sold on Monthly Payments and Positively GUARANTEED. Live agents wanted at principal points in Canada.

J. H. Galloway & Co.

11 Market Street

HAMILTON, ONT.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA



WE'LL SHIP DIRECT

Time, worry and handling expenses are saved by you, wholesalers, while the retailers are pleased to receive their orders more quickly and in a thoroughly fresh condition, at the same time avoiding the payment of extra cartage charges, etc.

OUR PLAN:

From Mill to Retailer through Wholesaler.

We'll Ship Direct.

Mount Royal Milling & Mfg. Co.

D. W. ROSS COMPANY

Agents

MONTREAL

Buyers' Guide

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - Ontario.

Established 1886.

COMTE'S

Satisfaction and profits with every sale, We want more agents. Write

Augustin Comte & Co.,
Limited, P. O. Box 2963, MONTREAL

COFFEES

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

EGG FILLERS

12-DOZ. EGG CASES

The Trent Mfg. Co., Limited

Trenton, Ontario, Canada

It's our business

to buy supplies and materials for bakers, confectioners, etc. We can supply you with the best of anything and everything at lowest prices. We can best advise you, because we are buying all the time. Write now.

The Biscuit & Cracker Mfrs. Co.
105 Hudson St. New York City

The Condensed Ad. page will interest you

FRUIT PULPS
of all kinds

Bitter Oranges for Marmalade. Peels in Brine.

F. KESSELL & CO.
7-8 The Approach
London Bridge, London, Eng.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish trade.

ALLISON COUPON BOOKS

When a man wants credit, give him an **Allison Coupon Book**, and have him sign form at front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



Allison Coupon Books cost but a trifle, and save what they cost many times over. You CAN run a credit business without them, of course, but you CAN'T AFFORD it. For sale by the jobbing trade everywhere. Manufactured exclusively by

ALLISON COUPON CO.,
Indianapolis, Indiana U.S.A.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

HOLLAND RUSK

A friend to the grocer, because its popularity means increased sales. Goods that have ready sale, are profitable ones to handle.



HOLLAND RUSK COMPANY
HOLLAND, MICH.

BUY

STARBRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c, for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S



CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.
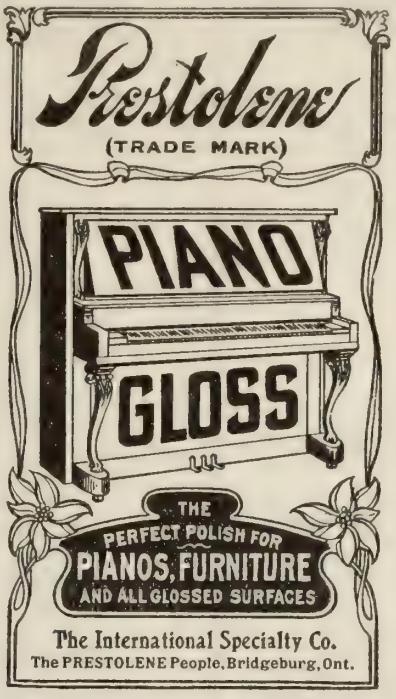
Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.



The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

$ $ $ $ $ $ $ $ $ $ $ $

Add to your pile by diminishing the old credit accounts owing you. Too much credit is bad and puts a premium on bad accounts.

WE CAN GET BACK YOUR MONEY

If you will only authorize us to do so. Can collect anywhere. Our organization is big.

Special Forms Will be Mailed You on Request.

The Nagle Mercantile Agency

Westmount, Montreal, Que.



Helps Keep Bananas in Cold Weather

Here is a Banana Hoist and Hanger that saves heavy lifting and helps keep Bananas in good condition in cold weather, with a

Hall Banana Hoist

You can swing up a bunch of Bananas high up to the ceiling at night where it's warmer and Bananas keep better. Automatic lock holds bunch at any point. Ask your jobber or send 50 cents for sample.

Hall Mfg. Co.
Monticello, Iowa.

The Hall Way



CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but **smoke good.** Give them the best.

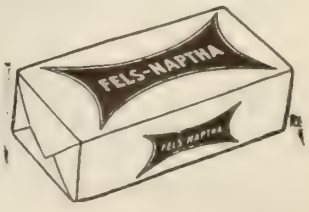
Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL

When writing advertisers, kindly mention having seen the ad. in this paper.

It's the Bright

cheery store that increases business. How many a grocery window or store may be changed from gloom to brightness by the red and green Fels-Naptha soap cartons—yours for keeps if just saved as they are emptied!



How Many Men

enter your store every day? Quite a number, we are sure, and a large percentage of them smokers too. You can secure a number of them as tobacco customers if you feature the two leaders:

Master Mason - Smoking
Rose Quesnel - Smoking

THE
Rock City Tobacco Co.
Quebec Winnipeg

Get you customers started

using "Hirondelle" (Swallow) Brand Macaroni, Vermicelli, Spaghetti, etc., and they'll want no other, not even the imported.

"Hirondelle" Swallow) Brand

paste products are made in Canada. Unsurpassed for quality or purity. The customers get a better value and the dealer realizes a larger profit—the reason is, there is **no customs duty to pay.**

Get a supply to-day. Write us if your wholesaler does not handle it.

C. H. Catelli Limited
MONTREAL

What Are You Doing to Earn More—Be More?

The great body of those holding subordinate positions to-day are using only twenty-five per cent. of their real energy and ability, and a large number of them realize it, but do not understand how to get out of their rut.

Each month, Dr. Marden, the greatest of optimistic writers, contributes to MacLean's Magazine an inspiring, helpful article addressed to just that class of employees, ambitious young men and women workers who are anxious to get ahead, who are determined with all their might to be somebody, to do something, to become exceptional employees.

The writer aims to touch the highest springs of such employees' aspirations, and no one, after reading Dr. Marden's articles will fail to put forth fresh and better-directed efforts to forge to the front. Dr. Marden's purpose, however, is by no means to make his readers dissatisfied with their lot, but rather with themselves for not getting more out of the part assigned them in life.

The reading of these articles on success may be the turning point of your life. Send $2.00 to-day to the MacLean Publishing Co., 143-149 University Ave., Toronto, and your subscription for MacLean's Magazine will be immediately entered for one year.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 60
Anglo-B.C. Packing Co., Ltd. 9

B

Baker, Walter 51
Balfour-Smye & Co. 12
Benedict, F. L. 60
Bickle, J. W., & Greening... 53
Bond, Limited, Chas. 49
Borden Milk Co. 3
Brand & Co. 4
Brantford Cold Storage Co.. 16
Beauchamp, Claude 17
Biscuit and Cracker Mfrs. Co. 60

C

Campbell Brokerage Co..... 16
Campbell Bros. & Wilson, Ltd 4
Canada Starch Co., Ltd..... 22
Canadian Fishing Co., Ltd.. 20
Canadian Salt Co. 53
Catelli Co., Ltd., C. H..... 62
Chaput, Fils & Cie, L., Limitee 19
Chivers & Sons, Limited.....
Inside back cover
Church & Dwight, Limited.. 13
Clark, Ltd., W. 11
Cleave & Son, John 53
Coles Mfg. Co. 12
Comte & Co., Augustin 60
Connors Bros. 52
Continental Bag & Paper Co. 53
Cornish, E. O. 16
Crescent Mfg. Co. 17

D

Distil Mfg. Co. 56
Dominion Canners, Ltd. ... 5
Dominion Register Co. .....
Inside front cover
Dominion Salt Co. 13
Duncan, John 12

E

Escott & Co., W. H. 9
Eureka Refrigerator Co. ... 20

F

Fearman, F. W., Co. 51
Fels & Co. 61
Fenwick, Hendry & Co. 57
Frontenac Breweries, Ltd... 8
Furuya & Nishimura 20

G

Galloway & Co. 59
Gorman, Eckert & Co. 21
Grattan & Co., Ltd. 60

H

Hall Mfg. Co. 61
Hamblin & Brereton 16
Hamilton Cotton Co. 60
Hargreaves (Canada) Limited 15
Holland Rusk Co. 60
Hillock & Co., John 18

I

International Specialty Co. ..
Irish Grocer 60

K

Kessell Co., F. 60
Kilgour Bros. 58
King Co., Frederick 56

L

Labrecque & Pellerin 7
Lambe & Co., W. G. A..... 16
Laporte, Martin & Co. 63
Leadlay, Ltd. 16
Leeuw, Henri de 16
Leitch Bros. Flour Mills, Ltd. 6
Lemon Bros. 55
Lindners, Limited 48
Lothian & Co., W. B. 17
Lytle Co., T. A. .....
Outside front cover

M

MacNab, T. A., & Co. 17
McCabe, J. J. 55
Mackay, Ltd., John 55
Magor, Son & Co. 22
Malcolm & Son, Jno. 54
Mathieu & Co., J. L. 17
Millman, W. H., & Sons 16
Morrow & Co. 16
Mott, John D. 59
Mt. Royal Milling Co..... 59

N

Nagle Mercantile Agency.... 61
Nicholson & Bain 49
North American Chemical Co. 58
North Atlantic Fisheries, Ltd. 3

O

Oakey & Sons, John 17
O'Loane, Kiely & Co., Ltd... 17

P

Paterson & Sons, R. 15
Patrick & Co., W. G..... 16
Pennock, H. P., & Co., Ltd.. 16
Perrin & Co., Ltd., D. S.... 2

R

Renfrew Machinery Co. 13
Rennie, Wm. 58
Richards Pure Soap Co. 57
Robinson & Co., O. E. 60
Rock City Tobacco Co..... 62
Rowat & Co. 58
Ruttan, Alderson & Lound, Ltd. 16

S

St. Lawrence Sugar Refining Co. 13
St. Vincent Arrowroot Growers & Exporters' Assn..... 50
Salada Tea Co. 21
Sanitary Can Co. 15
Simpson Produce Co. 16
Smith & Schipper 17
Smith & Son, E. D. 14
Spurgeon, H. G. 16
Stevens, Hepner Co. 6
Stuhr, C. F. 17
Symington & Co., W. 12
Symington, T. 20

T

Tippet, Arthur P., & Co.... 1
Tuckett & Co. 6
Trent Mfg. Co. 60

W

Wagstaffe, Limited 10
Walker Bin & Store Fixture Co. 8
Walker, Hugh, & Son 51
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Western Salt Co. 21
Wethey, J. H. 51
White & Co. 51
White Swan Spices & Cereal Co. ..... Outside back cover
Wiley, Frank H. 16
Woods & Co., Walter 57

Y

Youngheart & Co., Ltd., E.. 61

Stock-Taking Specials

On account of our Inventory on February 1st we offer for immediate delivery the following lines at specially reduced prices. Don't let this opportunity slip. Get your share of the profits. The goods are of very best quality.

CANNED GOODS

CANADIAN VEGETABLES

VEGETABLES.	FISH.	FRUITS.
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herrings	Pears
Beets	Oysters	Peaches
Asparagus, etc.	Cod Fish, etc.	Plums, etc.

IMPORTED VEGETABLES

"LE SOLEIL" Brand

PEAS (Petits Pois) PEAS (Petits Pois)
Extra Fins, Tres Fins, Fins, Mi-Fins, Moyens No. 1, Moyens No. 2, Moyens No. 3

Asparagus, Haricots, Macedoines
Spinach, Artichokes, Flageolets

Concentrated Tomatoes
Assorted Soups
Brussels Sprouts

"FRS. PETIT & CIE" Brand
Medium Peas (Petits Pois)
10c a tin retail

MUSHROOMS MUSHROOMS
F. LECOURT, Paris.
Extra Choix, 1er Choix, Choix, Gallipedes (Hotel)

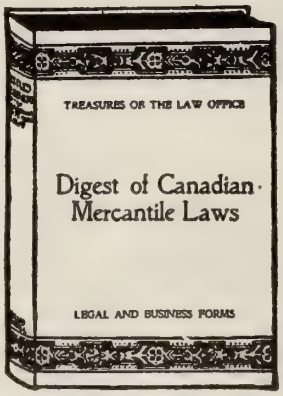
Write, Phone, Wire at our expense.

Laporte, Martin, Limitee
568 St. Paul Street,
MONTREAL, QUE.
Tel. Main 3766.

THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.



Have you any outstanding accounts you wish you could collect? This book will show you HOW.

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, $2.00
SPECIAL WESTERN EDITION, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

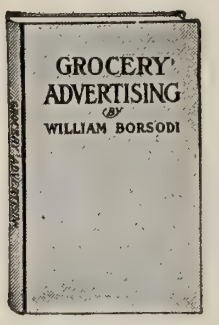
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, $1.60.

Grocery Advertising

BY WM. BORSODI



Price Postpaid $2.00

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

Price postpaid, $2.00.

275 Pages **24 full-page illustrations**

The MacLean Publishing Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

BOOK DEPARTMENT
143-149 University Ave., Toronto

All orders payable in advance.

If remitting by cheque make same **payable at par,** Toronto

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT



Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS **HISTON, CAMBRIDGE, ENGLAND**

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St.
MONTREAL
(Canada and Newfoundland)

White Swan "Surity of Purity" White Swan "Surity of Purity"

WHITE SWAN



Turn the tide to Your Store

The demand for White Swan Products is sweeping the country. The slogan, "Surity of Purity," is no mere catch-phrase—it is a genuine "BUY-word" with tens of thousands of careful housewives everywhere in Canada.

Who is going to get this business in your locality? The dealer who shows White Swan Goods in his window. The dealer who features White Swan Goods in his newspaper advertisements. The dealer who uses all his resources to turn the tide of all this valuable business to **his** store.

White Swan Spices & Cereals, Limited

TORONTO, ONTARIO

White Swan "Surity of Purity." White Swan "Surity of Purity." White Swan "Surity of Purity." White Swan "Surity of Purity."

White Swan "Surity of Purity" White Swan "Surity of Purity"

THIS IS THE 1,364th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, JANUARY 30, 1914. No. 5

The syrup with the big demand



Crown Brand is as delicious as clover-honey

This is not an unfounded statement. It is the word of thousands of satisfied users in every province in the Dominion of Canada. For pancakes, muffins, and hot biscuits, this delicious, wholesome syrup has no equal under the sun.

and has the largest sale of any syrup made

The ever-increasing sales of CROWN BRAND syrup is proof positive of its popularity with the Canadian trade. It is on the table in the best appointed homes, in fact it has won its way into almost every class of household.

Make a move for bigger business for 1914 by sending to your wholesaler for still larger supplies to-day. There is no dead stock.

Display and push CROWN BRAND PURE CORN SYRUP every day in the year. Little salesmanship necessary. The demand is there.

The Canada Starch Co., Limited

Manufacturers of the Edwardsburg Brands

CARDINAL and BRANTFORD

IN THIS ISSUE—CHECKING THE DEAD-BEAT

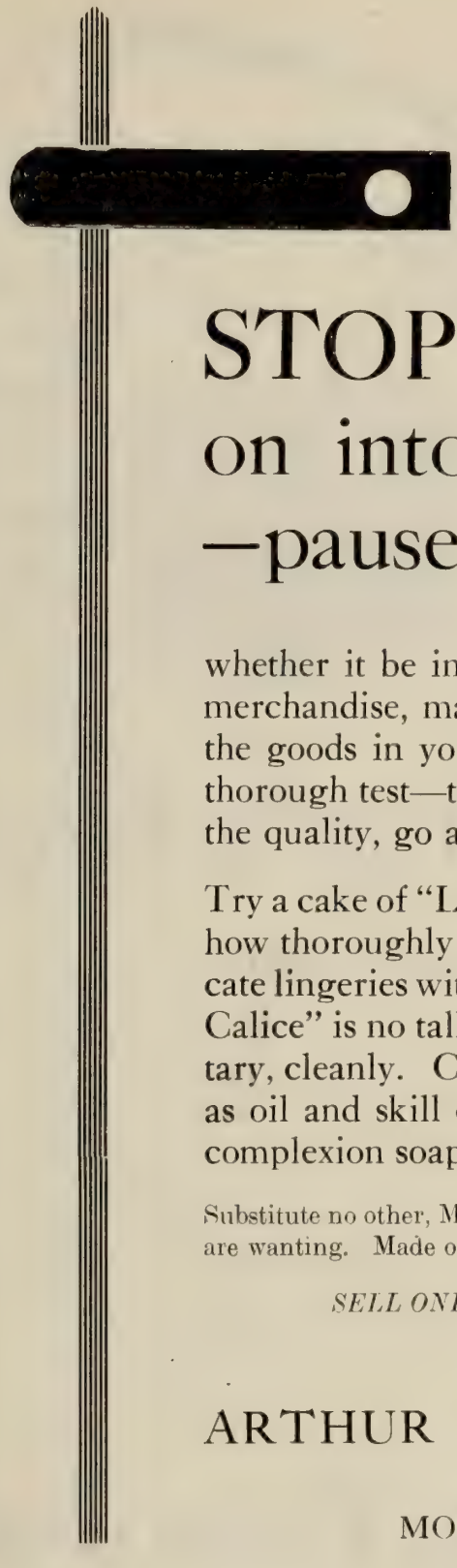


Every grocer knows that COWAN'S PERFECTION COCOA is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used. For Chocolate Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc.,

Cowan's Perfection Cocoa is unsurpassed.

The Cowan Company, Limited

TORONTO, ONT.



STOP! Don't rush on into uncertainty —pause a moment,

whether it be in the selling of soap or other merchandise, make sure of the quality. Try the goods in your own home, put them to a thorough test—then, if you have made sure of the quality, go ahead, speed on to success.

Try a cake of "La Calice" Castile Soap, notice how thoroughly it cleans light fabrics or delicate lingeries without the slightest injury. "Le Calice" is no tallow soap, it is antiseptic, sanitary, cleanly. Contains no animal fat, is pure as oil and skill can make it. Is an excellent complexion soap.

Substitute no other, Mr. Grocer:—this is what your customers are wanting. Made only by Srs. D. Leca & Co., Marseilles.

SELL ONLY THE BEST—IT PAYS.

ARTHUR P. TIPPET & CO.

Agents

MONTREAL, QUE.

Actual Photo of Perrin's Dairy Cream Sodas



Actual Photo of Box

Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

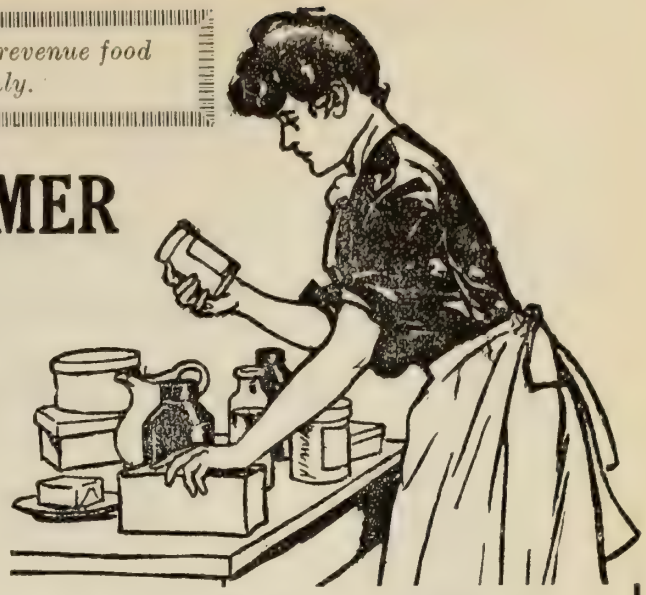
If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA

Tested and labeled to conform with Canadian inland revenue food standards. Guaranteed in sealed packages only.



BOTH YOU and CUSTOMER

can rely on the purity and wholesomeness of our maple goods. When our guarantee goes on a package of Syrup or Block of Maple Sugar, we KNOW by actual test that the contents of the Syrup package and the Sugar ARE as we represent them.

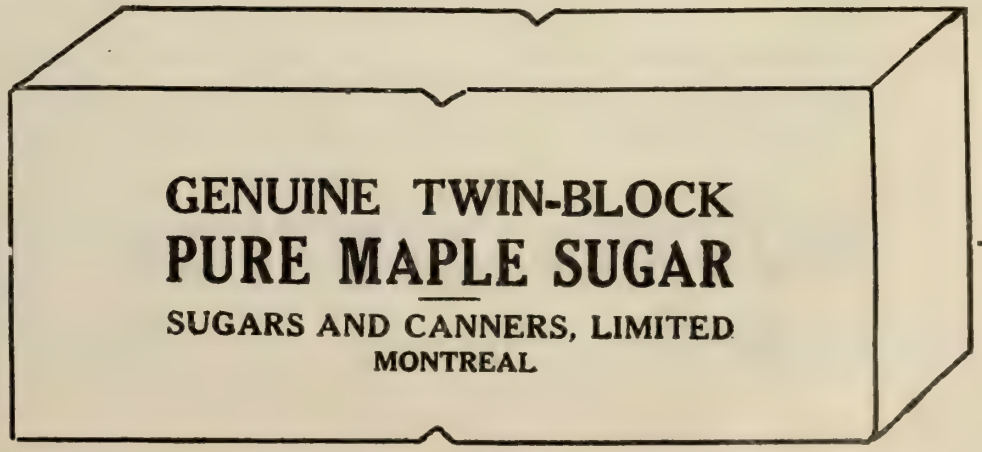
Country Producers Not Infallible

Since we began making rigid tests of all shipments received from producers, we have detected and refused goods which did not come up to standard, therefore the precautions we take, while expensive, are necessary to properly safeguard our patrons.

Remember

Our maple syrup and sugar are tested and labeled to conform to Pure Food Requirements. Insist on being supplied with the maple goods that combine protection and profit and insure you satisfied customers.

SUGARS & CANNERS LIMITED **Montreal**



The Only Food

proved to possess a body-building power of from ten to twenty times the quantity taken:—



THAT'S



BOVRIL IS CONCENTRATED BEEF

—concentrated to the highest possible degree.

BOVRIL is the most widely known concentrated beef in the world, and is universally endorsed by the medical faculty.

Put up in five sizes: 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. bottles.

Introduce the larger bottles to your patrons and demonstrate to them the economy of buying those bottles in preference to the smaller sizes.

There is more profit in it for you —
Send for some 8 oz. and 16 oz. bottles to-day.

BOVRIL LIMITED

27 St. Peter Street **MONTREAL**

Your Best Advertisement



"WHERE DOES THE SHINE COME FROM."

BRASSO

is your customer's recommendation and women talk about what interests them. To sell good articles enhances your reputation and what better than

Zebra Stove Polish,

and

Brasso,

the metal polish which brightens all homes.

ZEBRA



STOVE POLISH





We carry a complete line of high-class groceries

We Specialize on "Royal Shield"

Not only do we manufacture and specialize on Royal Shield goods—Teas, Coffees, Baking Powders, Jelly Powders, Extracts, Spices, etc., but we are noted for our excellent values in all kinds of groceries, staple and fancy—dried fruits, canned goods, sugars and everything used in the kitchen of the home.

Our service is the best.
We aim at promptness.

Campbell Bros. & Wilson, Ltd.
WINNIPEG (Established 1882)

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON, LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

A woman may not mention "Chase & Sanborn" when she asks for Coffee the first time—but if you make the suggestion she will thank you for it—and come back for more.

Chase & Sanborn
MONTREAL, QUEBEC



OCEAN
BRAND
Haddies
Kippers
Bloaters
Fillets

The Profitable Class

of fish Canadian Grocer talks of in their editorial. You have nothing to lose in handling them. There is a steady demand, more pronounced to-day, because meat is so high.

Fish Means Economy

but not economy at expense of health, because one pound of fish is equivalent to one pound of beef in sustaining force.

Ask For Booklet "How To Handle Fish."

North Atlantic Fisheries, Ltd.
MONTREAL

OCEAN
BRAND
Haddies
Kippers
Bloaters
Fillets

With the Dominion Canners' Products on your firing line, you can hit hard for restaurant and hotel trade—

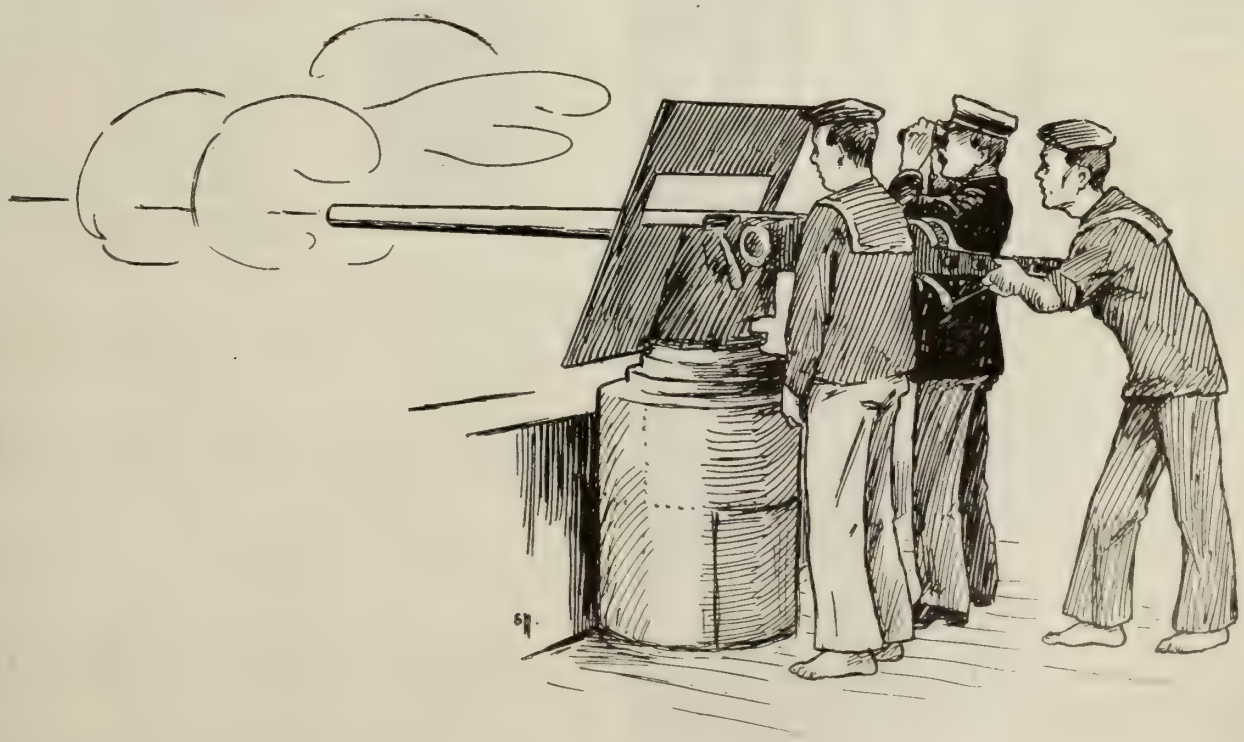
The wide-awake Grocer, with a good stock of high-quality products, is ever alert to greater possibilities. He does not stop with the regular household trade, but organizes his selling forces and caters to the hotel, restaurant and boarding-house trade. He sells larger quantities of goods, and has less handling expenses, thus reducing his overhead expenses.

Dominion Canners' Products

are noted for their excellent quality. They sell at the most reasonable prices and are a guarantee of satisfaction. With these on your firing line you are assured of larger sales and better profits.

Dominion Canners, Limited

Hamilton, Canada





With the "long distance" eye

and

T & B Myrtle Cut



the tobacco of the old "water dog" and the "land lubber"—the tobacco that pleases the connoisseur in every walk of life, you are practically assuring the success of your tobacco department.

Look at the tobacco department proposition not only from the present viewpoint, but from the future. Tobacco is widely used, and some one is selling it. Is it you? Your trade uses it, so why not fill their orders?

Get Tuckett's Myrtle Cut from your wholesaler.

Tuckett Limited

HAMILTON, ONT.

The Brantford

SHOWALL

Window Fixtures

beat the world for grocery selling

WRITE NOW FOR MEASUREMENT FORMS & FULL PARTICULARS

Brantford Showall Window Fitting Co

BRANTFORD ONTARIO

See full page advertisement, page 181, October 10th issue.



Every Pound of ANCHOR BRAND FLOUR

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about **Anchor Brand Flour**, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake, Manitoba

For "Quality" Trade

No grocer has ever yet been disappointed in Melagama Tea and Coffee. The care with which we buy and blend our specialties—the skill we have gained in over 40 years' knowledge of the trade—our reputation for "square dealing," are all guarantees that "Melagama" wil get and keep the "quality" trade for you in your neighborhood.

REMEMBER:—
We pay freight and guarantee sales. Ask us about t.

If you want the goods right off, wire at our expense.

Melagama

Tea and Coffee

Show the grocer a liberal margin of profit and the customer a liberal margin of satisfaction and delight. Send us a trial order—you'll be glad you did.

Minto Bros., Limited, 45 Front St. East Toronto



Sterling BRAND

Bulk Sweet Mixed Pickles have an enormous demand

Fill this demand with "Sterling Brand"—the pickles that satisfy the palate and bring repeat sales.

Sell the pickle that satisfies.

There's more profit in it for you.

Place your order now for this Spring's supply

The T. A. Lytle Co., Limited

"Canada's Largest Pickle Industry"

STERLING ROAD, TORONTO



Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space

Every dealer knows the value of good display of goods He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a **"WALKER BIN" SYSTEM?** It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

WALKER PATENTED BINS

Walker Bin & Store Fixture Co.
LIMITED
BERLIN ONTARIO

REPRESENTATIVES.
Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty Co., Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

THE NAME "FAIRBANK" MEANS SOAP SURETY



FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**







Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately

Quality is Our First Consideration

Shirriff's True Vanilla

An exceedingly rich vanilla extract containing 50% more of the vanilla bean than is specified by the Dominion Government's Pure Food Act. Shirriff's True Vanilla is pure, strong, delightful in aroma and flavor. The choice of discriminating grocers and particular housewives.

Imperial Extract Co., Toronto

"NUGGET"

SHOE POLISH

THE LARGEST BUSINESS OF ITS KIND IN THE WORLD

HEAD OFFICE
LONDON, ENGLAND

BRANCHES AT

MELBOURNE
AUSTRALIA

CHRISTCHURCH
NEW ZEALAND



CAPE TOWN
SOUTH AFRICA

BRUSSELS
BELGIUM

NEW YORK
U. S. A.

AMSTERDAM
HOLLAND

FRANKFORT
GERMANY

"NUGGET" GOODS CAN BE OBTAINED FROM THE BEST STORES THROUGHOUT THE WORLD

CANADIAN HEADQUARTERS
9, 11 and 13 Davenport Rd., Toronto, Ontario

Clark's Pork and Beans

PLAIN CHILI TOMATO SAUCE



FOR

QUICK RETURNS

and

GREATER PROFIT



The connection between QUICK RETURNS and SUCCESSFUL BUSINESS OPERATION is obvious to every business man.

Other brands may appeal to you on the score of price, but the capital invested in stock which lies on your shelves is LOSING not BRINGING RETURNS.

Clark's Pork and Beans Sell

best of any, and consequently earn you a greater profit, in addition to giving you the reputation of selling THE BEST.

ORDER NOW

W. CLARK, LIMITED, MONTREAL

Hold your tea order till our traveller calls

We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS
SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.



SYMINGTON'S SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

Easy to prepare—put the contents of packet into water—stir—boil—serve.

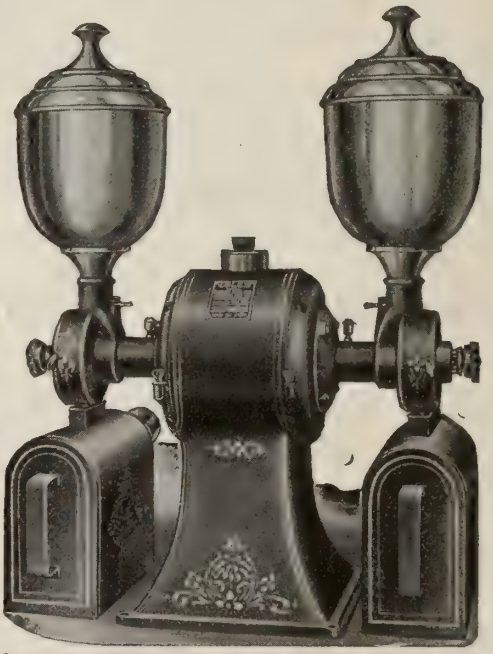
Canadian Agents:—
Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Insure Your Patron's

MARMALADE

against spoilage by supplying

St. Lawrence

the pure cane granulated sugar made in three distinct grains

Red Label for fine grain
Blue Label for medium grain
Green Label for coarse grain

NO woman cares to lose fruit by spoilage after she has spent hours over the hot stove and invested hard-earned money in it.

The sugar is responsible in the majority of cases where fruit spoils. With St. Lawrence pure cane sugar there is absolutely no chance whatever of fruit spoiling from the fault of the sugar—syrup made from St. Lawrence sugar is as pure as crystal and free from the impurities that cause trouble.

We give quick delivery. Be sure you supply your trade with the best—that's St. Lawrence.

TRADE MARK E D S

The Jams our Fathers ate

were the kind our grandmothers "put up" in the early Fall. Sometimes they "kept" and sometimes they spoiled.

But, times have changed. To-day, people buy their fruits all ready for the table. They don't go to the trouble and risk of canning their own—the fresh fruit is expensive and the results uncertain. The majority know that they can get the choicest, fresh, ripe fruit, carefully prepared with absolute purity in the **E. D. S. Brand.** Even better than those "mother used to make."

You will have little difficulty, Mr. Grocer, to convince your customers of the deliciousness and economy of E. D. S. Jams and Jellies.

Made only by

E. D. SMITH & SON
LIMITED

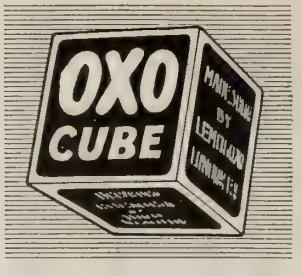
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton

Preserved Purity



Highest in Government Test



"Say, Mother! Get some more OXO CUBES"

That's the message that hundreds of youngsters call out as Mothers start out on their daily shopping. And that is the message that is in the mothers' minds as they enter **your** store. Whether or not you sell them their entire order, depends on whether you have

OXO CUBES

Youngsters like hot Oxo after school, when they come in cold and hungry—after sledding or skating—and after they've been "tucked in" at night.

Mothers—yes, and fathers too—will buy lots of things for the children that they might not buy for themselves.

Stock Oxo Cubes—and push them this "Oxo weather." Write us for special prices to the trade.

Corneille David & Co.

Montreal Toronto Winnipeg St. John, N.B.



Consider the babies

that are fed on the milk you sell—their health and happiness depends on the quality and purity. Eminently reliable medical tests have proven that

Borden's Eagle Brand Condensed Milk

acts upon the infant stomach substantially the same as human mother's milk, which makes it a perfect infant food.
Borden's Milk Products are the "leaders of quality". Grocers everywhere are making a special point of introducing the Borden Brands to every household in their business community. It is a year-round necessity and pays a good profit.

Stock to-day.

Borden Milk Co., Limited

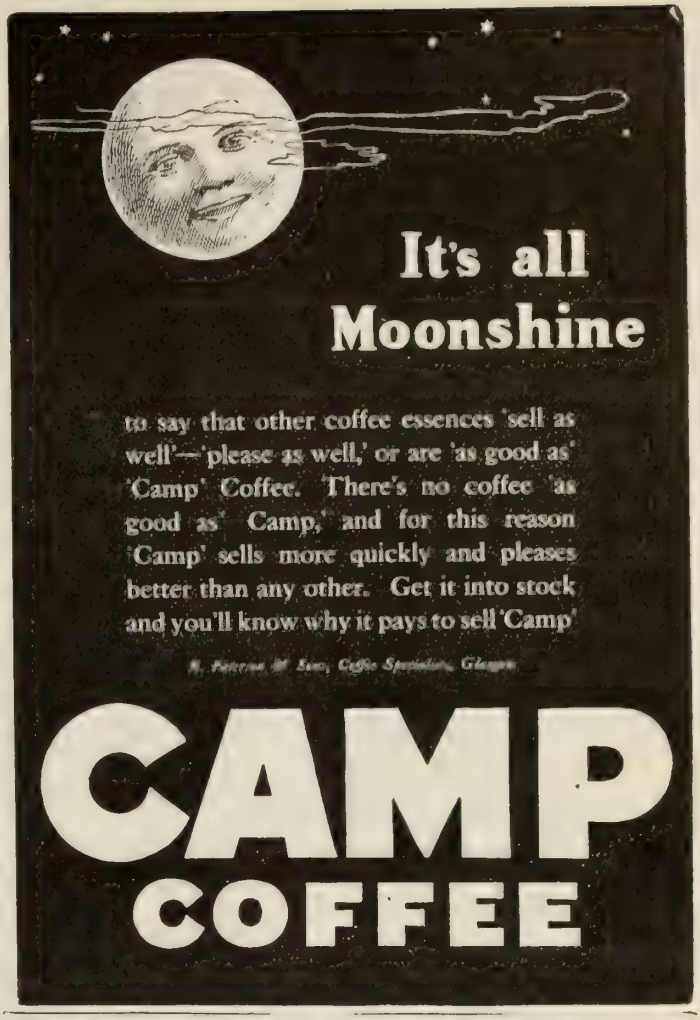
"Leaders of Quality"

MONTREAL

Branch Office No. 2 Arcade Building Vancouver, B.C.









Are you reaping profit on Paisley Flour?

the *sure* raising powder—which is in good demand by Canadian Housewives everywhere?

It makes home-baking and cake-making so simple and so satisfactory that every woman who once tries it is almost sure to become a regular and large buyer.

This certainty of future sales makes it well worth the grocer's while to recommend

"Paisley Flour" (Trade Mark.)
The SURE raising powder,

and to display it prominently. Do you stock it? Are *you* taking a share of the liberal and regular profits it brings?

Canadian Agents:
HAMBLIN & BRERETON, Ltd.
149 Notre Dame Avenue, E., WINNIPEG.
510 Ninth Avenue West, CALGARY.
842 Cambie Street, VANCOUVER.
McGregor Specialty Co., - - - TORONTO ONTARIO, and EAST

Proprietors:
BROWN & POLSON,
Paisley and London,
England.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Finest Valencia Raisins in Canada on spot

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO, ONT.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS. FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

Established 1859.
GEO. STANWAY & COMPANY
Toronto
Ontario representatives for
D. S. PARTHENOPULO
Patras, Currants
Importers of Texan Rices, White Beans, Lentils, Imported Canned Goods, etc.

HENRI de LEEUW
Merchandise Broker,
28 Front Street East, Toronto.
I solicit agencies for the following lines: Peas, Beans, Canned Goods, Apples, Corn, Oats, etc. First-class references given all over the world.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton, Limited
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St Winnipeg.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG, MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
867 Beatty Street . Vancouver, B. C.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

Manufacturers' Agents and Brokers' Directory

(Continued.)

QUEBEC.

Agencies Wanted

We know the retailers as they should be known. Do you want our connection? **Only quality lines handled.**

W. B. Lothian & Co.
B32 Board of Trade Building,
MONTREAL

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRAND STUHR.



STUHR'S
CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., Hamburg.
Indents through European Exporters only.

We advertise the many uses of MAPLEINE



telling how deliciously it flavors cakes, frostings, ice cream, desserts and Sugar Syrup.

Order from your jobber, or

The Crescent Mfg. Co.
SEATTLE, - WASH.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Main 1393 MONTREAL 1 and 3 St. Helen St.

EDGAR MEYER
Associated with
HUPFELD LUDECKING & CO.
Manufacturers' Agent and Importer
of
High-Class Food Specialties

Sardines, Appel La Roche.
Sardines, Racine.
Sardines, Norwegian.
Anchovies, Norwegian.
Bismarck Herrings
Petits Pois, Excelsior
Haricots, etc.
Cheese Wafers.
Cheese Camembert.
Shrimps, North Sea.
Crab Tails.
Sausages, Frankfurter.
Hildebrand's Chocolates

A trial order placed for any of these Specialties will convince you the quality is up to the standard and can be easily compared with competing lines. The prices are very reasonable on account of Special Arrangements with our Principals.

Halton Ltd., Scotch Toffee.
Weltruf Fly Catcher.
Victor Quick Lighter.
German, French, Belgium — Canned Vegetables.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

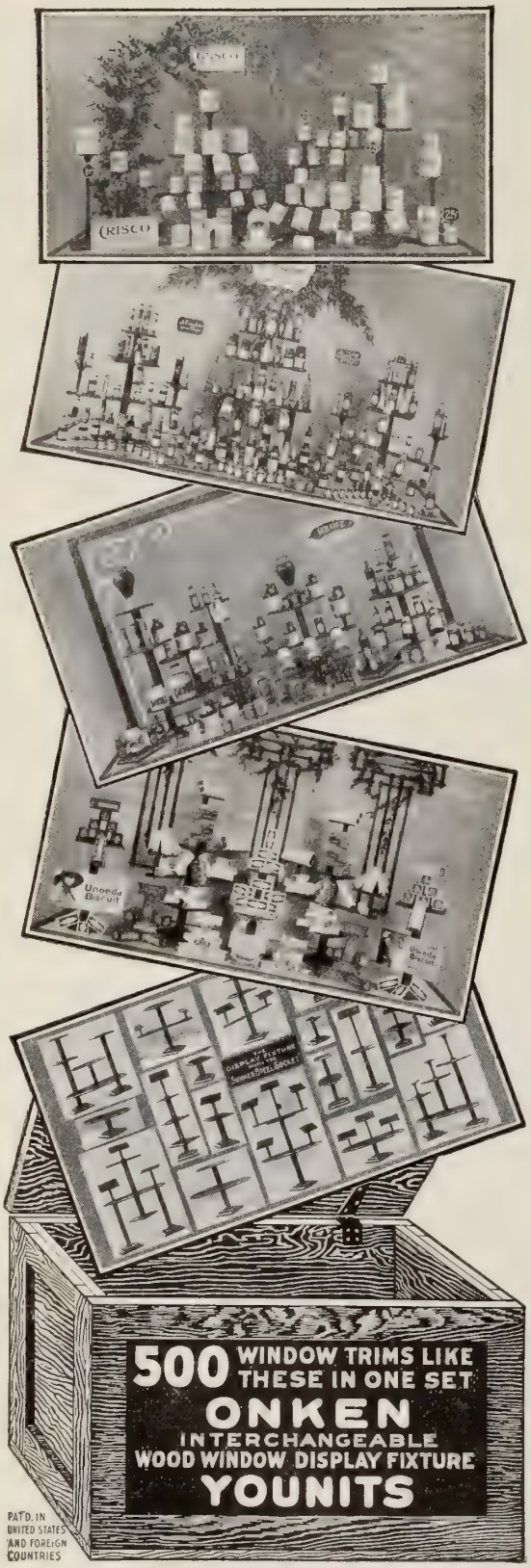
Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

OUR NEW CONSTRUCTION—THE FIXTURE WITH THE "SUNKEN STEEL SOCKET." THERE ARE NO SCREWS SCREWING INTO WOOD

Make Your Show Windows Pay Your Rent

Many Sales are made from the Sidewalk

This particular set of Interchangeable Window Fixtures will make the finest of Window Trims—will display your merchandise to a "Selling Point," will give you snappy trims which will attract local and transient trade. This set affords quick and frequent changes.



The Storage Chest. The 89 YOUNITS that make up this set are put up in A HARDWOOD, HINGED LID STORAGE CHEST (oiled finish). A good place to keep any part of the set that is not being used.

Read further about this wonderful

Set for Grocers

Hundreds of Trims. With this set over 500 original trade-pulling window trims can be made and at no time making any two alike, besides hundreds of standard and odd window fixtures can also be made.

Can't Wear Out. ONKEN YOUNITS are now made so they cannot show any wear. The NEW construction, the "Sunken Steel Socket," takes the place of the old construction. There are now NO Screws Screwing Into Wood. They will now last for many years. The construction is sturdy and high-grade throughout. Simplicity in detail is the principle.

A Book of Window Trims Included. A large, beautiful book of many captivating trims made with this set will be sent FREE with this set. This book is a help to any window trimmer.

Made of Oak. The entire set is made of thoroughly Kiln Dried Oak, the metal parts of cold rolled steel, each YOUNIT is accurately machined to fit right and made interchangeable.

Our Guarantee. We guarantee to replace this set FREE of CHARGE any time within one year if it proves defective in any way through construction or parts not fitting satisfactorily.

Our Standard Finishes. We will ship this set in either Weathered, Golden or Antique Oak, all in a soft, mellow wax non-scratchable finish.

Window trimming becomes easy with a set of these fixtures to help you. You will never be taxed about "what kind of a trim to make next."

Price for the Full Set No. 20 $35.00 NET

F. O. B. Hamilton, Ont., Canada

Order thru your JOBBER OR DIRECT

THE OSCAR ONKEN CO.

No. 481 W. 4th Street Cincinnati, O., U.S.A.

Quick Shipments. Address All Correspondence to Cincinnati. Send for Younit Catalog.

Stock is also carried in CANADA, ENGLAND and AUSTRALIA

FREE

TO ANY RETAIL MERCHANT
WHO WRITES US FOR IT

A reliable and trustworthy
GUIDE TO THE SAFE RETAILING
OF MAPLE PRODUCTS

Mail the Coupon or a Postal Card for Your FREE Copy at once.

DO NOT RISK PROSECUTION

Just bear this in mind—even though a manufacturer labels his syrup pure, you will be fined if it is found to be impure. The moral naturally is "HANDLE ONLY GOODS WITH A WRITTEN GUARANTEE BEHIND THEM."

See article CANADIAN GROCER, January 23 (Page 28). A lot of good advice in it.

Just to make certainty doubly certain, sign coupon below and secure a copy of "WHAT THE GOVERNMENT SAYS IS LEGAL AND WHAT IS ILLEGAL."

"PRIDE OF CANADA"

Is not pure because the law says it must be—it was pure before the law was established.

We have played a straight game with the trade and consumer ever since the first drop was packed

Isn't it a great deal better for you to hitch up with us and increase your reputation rather than deal with others and lose it? However, get that book.

GUIDE BOOK
Showing what brands are pure and what are impure

LABORATORY
OF THE
Inland Revenue Dept.
OTTAWA

No. 259

MAPLE SYRUP

The whole truth and nothing but the truth

THIS IS IT

CUT OUT AND MAIL THIS COUPON TO-DAY

THE MAPLE TREE PRODUCERS' ASSOCIATION
Limited
58 Wellington St., Montreal

Please mail me FREE to my address a copy of above GUIDE TO MAPLE, showing what the Government allows us to sell and what is prohibited.

NAME .....

ADDRESS .....

JAPAN TEAS

Furuya & Nishimura

"ZIP"



The King of Hand Cleaners

Why not put in a trial lot? There is a special selling plan with it.

The quality is there in every way, and profit for you makes it even more attractive.

Ask our Agent.

The Zip Mfg. Company, - Sutton, P. Q.

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Your Opportunity!

Take Advantage Of It!

THE MACLEAN PUBLISHING COMPANY are continually offering their local representatives better and more substantial opportunities.

Have you ever stopped to consider these? They offer:

1. An excellent training in Salesmanship.
2. To live men, one dollar per hour for every hour of their spare time.
3. Promotion to the regular circulation staff of the MacLean Publishing Company.

The MacLean circulation organization is the largest organization of its kind in Canada. It is composed of the highest priced circulation men in Canada—the best salesmen of the country, many of whom got their first training while acting as local representatives.

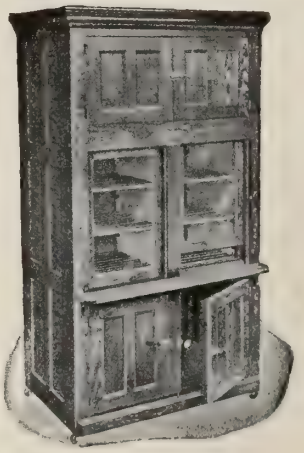
Persons acting in this capacity come in contact with the best men in Canada. A greater experience could not be wished for.

If you want to be a 100 point salesman, if you want to train so as to be qualified for bigger positions later, write us to-day!

MacLean Publishing Co., Ltd.
143-149 University Ave. - Toronto

EUREKA REFRIGERATORS

are the ones you hear so much about



They are used by the leading Butchers and Grocers in all parts of the Dominion. It will pay you to have one installed before the warm weather comes. You take no risk, as every one sent out is fully guaranteed. Your perishable goods will be kept in first-class condition if kept in a EUREKA Refrigerator.

Write for Catalogue.

Eureka Refrigerator Co., Limited
Brock Ave., TORONTO, ONT.

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

THE SALADA TEA CO.

LONDON, ENG. 41 Eastcheap | BUFFALO 78 W. Genesee St. | NEW YORK 100 Hudson St | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Blk.

Branches also in Pittsburg and Philadelphia.

No success like a lasting success

Rideau Hall Coffee is a decided success with the coffee drinker and a success in sales and profits for the dealer—a success that continues year after year.

RIDEAU HALL COFFEE

is carefully blended by men of integrity with long experience. The customer gets overflowing value in every cup.

Send for a trial order. Rideau Hall Coffee fills the popular want.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG



The Elgin Coffee Mill

Is made in all styles and classes to suit all requirements.



THE FIRST COST IS THE ONLY COST

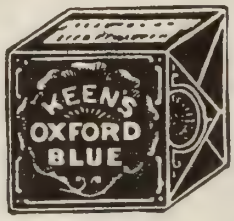
The saving in the initial expense is only the beginning — there is no overhead expense for operation. A few turns and the coffee is ground, runs easily, grinds perfectly.

Ask any of these jobbers for our illustrated catalog.

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
MONTREAL—The Canadian Fairbanks Co. (and branches).
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
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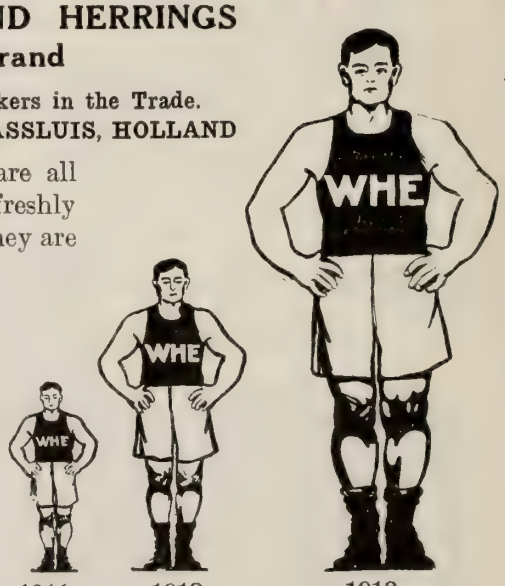
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THE CANADIAN GROCER

VOL. XXVIII JANUARY 30, 1914 No. 5

Checking the Advance of the Dead Beat Menace

Actual Instances Depicting the Type of Tactics That Are Being Employed to Cheat the Retail Dealer From His Just Dues—Case Where One Lost $225—Methods of Overcoming Trouble.

PROFESSIONAL dead-beats we shall always have with us. Could one but look into the ledgers of every retail dealer in the country, he would likely discover an enormous sum of money lost annually through this avenue. Much, too, slips away on account of the failure of well-intentioned people to control their expenditures. Sickness or some other equally unfortunate disaster overtakes them in their struggle for existence, and too often retail merchants are called upon to write off their books as a dead loss accounts owed by such members of the community.

"Do you know," remarked a grocer recently, "I lost slap-bang an account of $225 the other day. It was a man whom I had been selling for more than a year or two, and who used to order $25 to $30 worth of stuff every two weeks. But the way he used me at the end was mean, and if ever I get my hands on him, I'll——." But let us omit the remainder of the statement, which is self-evident to anyone who has been up against the same proposition. Those who have will probably appreciate the claim that this man would be entirely justified in taking the action he so emphatically expressed.

How He Fell From Grace.

Here is the case in full: At first the bills were paid regularly every month or so. Cheques for $50 and $60 were quite frequent and the account was placed in the gild-edged class. The man himself seemed to have full charge of things. He sent in his orders by mail, to arrive on Monday morning, every two weeks. The handwriting was faultless as that of many a mining engineer usually is — for that was his profession. Accompanying the second order of the month was always a note couched in modern business terms. Clearly he was a man accustomed to business dealings, and as the account always ran to rather stout proportions, the dealer was careful to see that adequate service was rendered him.

The Cheque Fails.

And then the tragedy! Some weeks ago it was observed that the supposedly never-failing cheque had neglected to put in an appearance. What was the trouble? Was it simply an oversight? No other reason could be entertained at the time. But the next week the same occurred, and then the dealer got busy. Finally he secured a note from the customer who asked to be reminded a week or so before it became due. The note was discounted at the bank and the maker of it notified at the proper time.

"Say ———," he said over the phone, "I'm awfully sorry, but I'm not going to be able to meet that note." You can imagine the bump it gave me as I needed the money and $200 was too much to lose. I immediately put ——— ———, one of the best collectors in the law profession to-day after it. I knew that if anybody could get that money he could. But just yesterday he called me up to say that there was no earthly chance. The fellow had been boozing and gambling in the stock market and he was down and out." Another one of those little tragedies of the home!

"It beats all," the dealer added, "what we have to contend with. That fellow deliberately gave me that note to put me off; I firmly believe he started out to "do" me. Oh, if ever I meet him on the street!"

Surely the retail business is a more or less precarious one when such incidents periodically crop up. This is by no means an isolated case. How many are there who cannot recall a similar one in their career.

For Ways That are Dark.

For ways that are dark and tricks that are vain, the dead-beat, like Bret Harte's 'Heathen Chinee,' is certainly peculiar. No sooner does a person become familiar with one fraudulent practice than another presents itself.

A retail dealer in a certain city cites this one:—"A family came to our district some time ago and began dealing with us. Their orders were always phoned in, and, as I thought, by the woman of the house. Goods were sent over C. O. D., and we always got our money. So later on I considered the account sufficiently good and of sufficient importance to omit the C. O. D. ticket.

"The bill ran on until it reached some



"Every credit applicant is put through a rigid examination."

$60 and then we decided we would have to get after the money. The account was sent with the request that it be attended to promptly. The man of the house informed us that he had not ordered the goods and he wasn't going to pay for them. I argued that if he didn't his wife did, but was told that he wasn't living with his wife and that the housekeeper had ordered them unknown to him. He produced a small advertisement from a local newspaper stating that he would not be responsible for goods purchased in his name.

"Then I went after him hot and heavy. I told him he must have known the housekeeper was buying the goods and he must have helped to eat them. I believe, too, I've a good case against him as he admitted before my clerks that the item in the newspaper did not refer to his housekeeper but to his son. At any rate I am placing the matter in the hands of a solicitor and expect to get my money."

Can you beat it? Yet people say the grocer's life is all sunshine; that he is making exorbitant profits and salting down money by the wholesale.

Exercise Eternal Vigilance.

In combating this dead-beat game effectively, one is apt to lose some custom. For every professional delinquent who asks for credit, there are applications from probably eight or ten honest people. How to separate the wheat from the chaff becomes the problem. A hard and fast cash rule may be all right in some cases but would not work to advantage in all.

What then is to be done?

The only answer available is "Eternal Vigilance;" and even then some losses are almost sure to slip through. But the necessity of an ever-watchful eye on all credit applicants is plain.

One dealer said to the writer the other day: "If I did not give the close attention to credit customers that has always been my rule, I firmly believe I should now have been out of business. Scores of cases I can recall, where people have been denied credit by me, and 'got into' others for large amounts. I claim that anyone who will not agree to my terms of a credit and time limit when I discuss the matter with him in a business-like way, is not an honest man. My conversation with a credit applicant runs something like this: 'You understand, of course, that I have to pay my bills to the wholesaler usually every week or ten days or once a month. Expenses, too, as you know have gone up very rapidly, and I have to pay my help every Saturday night, just as you are paid (or as you pay your men), so if you will agree to close up the account every week (two weeks or month as the case may be), I shall be glad to accommodate you with credit up to $10, ($20, $30, etc.), for that length of time.'

"Nine times out of ten this offer is accepted, and when it is I invariably cite a case emphasizing the fact that I close off all credit customers just as soon as they break their agreements. This impresses a customer with the necessity of meeting all accounts at the proper time, and with the fact that I always know exactly how our relations stand. He understands that just as soon as he fails to live up to his promise, he receives no more goods on credit and if he is inclined to attempt the 'dead-beat' attitude he knows he can only get away with a small amount. But every one must pass a rigid examination.

Losses Cut Very Low.

"This has been my system for years and when I tell you that during the past 10 years my losses in this way have been less than a quarter of one per cent. on a turnover of from $40,000 to $50,000 you will appreciate how well the plan works."

Without doubt there is money in watching the credit accounts.

PARCEL POST ON FEB. 10.

Special to Canadian Grocer.

Ottawa, Jan. 29.—In the Commons on Tuesday, Hon. C. P. Pelletier, Postmaster-General, announced that Parcel Post would be inaugurated on Tuesday, Feb. 10. He further stated that the details of the new system would be presented to Parliament within a few days.

The Postmaster-General has come to terms with the railways in connection with their extra subsidies for carrying the increased mail under Parcel Post. Under the terms of the present agreement for the carriage of mails, the railways receive approximately two million dollars. It is well-known that they have been pressing the Government for a larger payment for some time back. When the parcels post announcement was made and the railways asked for terms, they suggested, it is stated, a sum in excess of five millions for service. The Postmaster-General thought the figures too large and negotiations have since been going on.

Now, reports say, he has succeeded in getting the three railways to accept less than a million dollars extra, making the total around $3,000,000.

CANNERS TO CONVENE AT BALTIMORE.

From Feb. 2 to 7, will be held the annual convention of the National Canners' Association of the United States, in Baltimore, Md. It is anticipated that a large number of canners from Canada will be present. This is the greatest event of the year from the standpoint of the canned goods industry of America. Canners from all over the United States and Canada attend to see the exhibits and hear the various addresses on canned goods and allied topics.

PARCEL POST RATES OUT.

Later news from Ottawa than that published in the second column of this page gives the following additional information re parcels post:—For each province there is to be a special rate card, on which the postmasters can see at a glance what are the local rates and the charges for forwarding parcels to other provinces, etc.

The Rates for Ontario.

The Ontario rates are as follows:

To any post office within 20 miles—One pound, five cents; two pounds, six cents; three pounds, seven cents; four pounds, eight cents, and two cents for each additional pound up to the maximum of 11 pounds.

To any post office beyond 20 miles, but within the province—One pound, 10 cents; two pounds, 14 cents; three pounds, 18 cents; four pounds, 22 cents; five pounds, 26 cents; six pounds, 30 cents; seven pounds, 34 cents; eight pounds, 38 cents; nine pounds, 42 cents; 10 pounds, 46 cents; and 11 pounds, 50 cents.

To any postoffice in Quebec or Manitoba—One pound, 10 cents; two pounds, 16 cents; three pounds, 22 cents; four pounds, 28 cents; five pounds, 34 cents; six pounds, 40 cents; seven pounds, 46 cents; eight pounds, 52 cents; nine pounds, 58 cents; 10 pounds, 64 cents; 11 pounds, 70 cents.

To any postoffice in Saskatchewan or the Maritime Provinces—One pound, 12 cents; two pounds, 20 cents; three pounds, 28 cents; and eight cents extra per pound up to the 11-pound limit.

To any postoffice in Alberta—One pound, 12 cents; two pounds, 24 cents; and 10 cents for each extra pound.

To any postoffice in British Columbia—One pound, 12 cents; two pounds, 24 cents, and 12 cents for each extra pound.

During the organization period of three months, an additional fee of five cents is to be charged on parcels mailed for local delivery by the carriers.

Helping the Consumer to Lower Living Cost

Canned Vegetables and Fruits, Cheaper Than Usual This Year, Make a Healthy, Wholesome Food For Those Who Are Economically Inclined — Vegetables Are Particularly Much Lower.

NATIVE vegetables and fruits apart from potatoes and some apples are now a negligible quantity. Much of what is sold is pretty badly withered up and the housewife seldom gets satisfaction from using such goods.

That is one reason why the retail grocer should get behind canned vegetables and fruits.

This year the canned article is at such a price that it appeals to the buyer. The consumer can purchase a can of standard tomatoes, one of corn and one of peas, in some instances at least, for 30 cents, at the same time leaving the dealer a gross margin of 22 per cent. on sales if he has bought at the present quoted prices and more if at the prices existing before the advance on January 1. Canned goods, and vegetables in particular, are therefore cheap and from an economic standpoint should be pushed strongly to all customers and especially to those whose purses are not as large as usual. The same applies to jams, preserved fruits in glass and canned fruits.

This makes a second reason for getting behind canned goods at this season of the year.

A third: Canned vegetables and fruits are healthy and wholesome. The reputable manufacturers of to-day can be depended upon to turn out goods of high quality. Canning nowadays means the preservation of vegetables and fruits in their freshest state—direct from field to factory—and therefore are foods that mean health and strength to the users.

Sells in Case Lots.

A dealer in a Western Canadian city known to the writer is not content with selling one can of tomatoes, and one of corn and peas to a customer. He aims to sell them by the case.

"When a customer asks me for a can of each," he writes, "I put them down on the counter and while wrapping them up, suggest that sometime she purchase a case of mixed canned vegetables and save a little money. I point out that they will keep just as well in her cellar as in ours and that she has them whenever required. I find that in many instances this little talk sells a case of the goods and you know that when a housewife has plenty of any article in the house she will use more."

Another grocer, a Kingston, Ont. dealer, records a similar method for pushing sales of canned goods in the autumn and winter season:—"At the present time," he remarked to the writer some weeks ago, "I am selling considerable canned vegetables and fruits by the case. You see we have many students here during the winter season and boarding houses purchase large quantities of these lines. Whenever I suggest a case of mixed goods, I can usually make the sale.

"Yes," he added to a question, "canned goods are moving out splendidly this year particularly on account of the low prices as compared with last."

A Picton, Ont. dealer spoken to also tells of splendid results from pushing sales of canned goods by the case and endorses what the above grocer has said about the cheapness of the goods this year.

Meat Extract as Vegetable Flavoring.

The dealer, too, who uses one line to sell another is surely on the right road to success. For instance in recent years many grocers have been pushing the sales of meat extracts along with canned vegetables. It is well known that the meat extract is not only a pleasing flavoring for the vegetables but it adds a wholesomeness to them that is much appreciated by the user. With the next sales of canned vegetables, therefore, it would be a good idea to suggest meat extract as well as a flavoring. Customers are ever "in the market" for something new and often a suggestion simply expressed will make the extra sale.

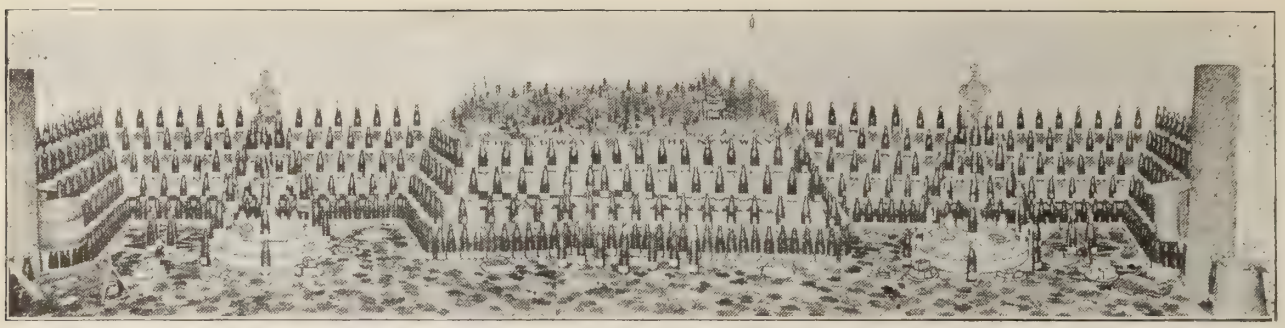
A Display That Sold Goods.

The canned goods and preserved fruit window of Allan Snyder, Roncesvalles Ave., Toronto, shown herewith, excited considerable comment on this west-end thoroughfare, and directly was the cause of starting a "run" on one line of goods displayed therein that continued for weeks afterwards. Mr. Snyder has

(Continued on page 34.)



A striking arrangement of preserved fruits, canned vegetables and soups shown by Allan Snyder, Roncesvalles Ave., Toronto



Suggestion for window of maple syrup and sugar. This dis play figured in a $500 contest in Quebec Province last year.

Maple Syrup Production and Selling Methods

The Law in Regard to Pure Syrup and Sugar and Mixtures—Why So Many Dealers Have Been Fined—Purchase From Reputable Firms—Now is Good Time to Push Maple Products.

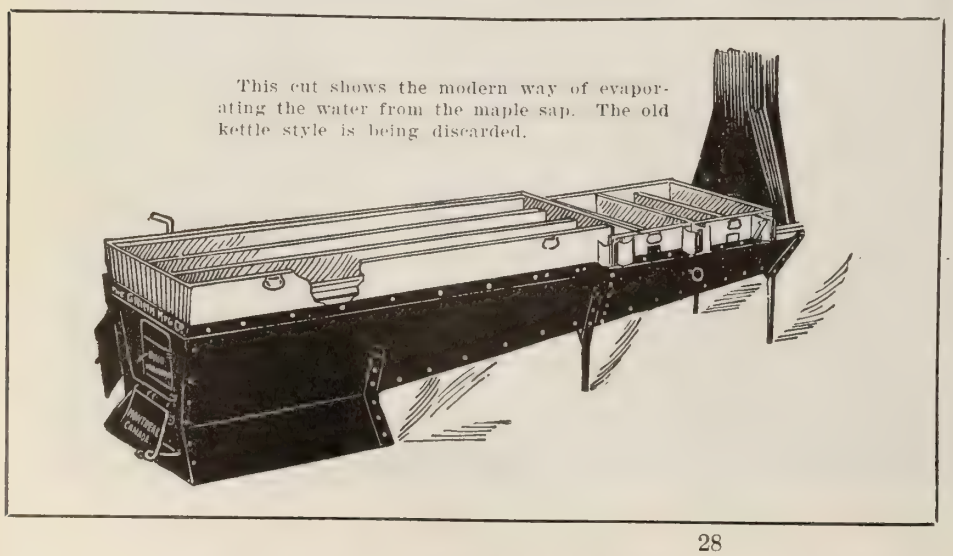
THE fining of so many Canadian dealers during the past six months for selling adulterated maple syrup and sugar as pure, makes the maple question one of more than ordinary importance. Some time ago the Department of Agriculture at Ottawa issued a booklet dealing with maple syrup and sugar, written by J. B. Spencer, B.S.A. This went into the evolution of the industry, depicting pictorially the changes that time has brought about in the methods of manufacture, and supplying interesting historical information.

Be Familiar With the Goods.

Readers of Canadian Grocer are, of course, particularly interested in the selling of the products of the maple, and therefore they are interested in the quality of the goods they purchase. What every retailer should know, is the character of the maple syrup and sugar he is buying and selling. The food authorities permit, for instance, compound as well as pure products to be made and sold, but they do not allow a mixture to be sold as pure.

To know the goods thoroughly one must know the manufacturer. If the latter is known to be a reputable business man, what he says can be relied upon. If his label on the bottle of maple syrup says the article is pure, the dealer can take it for granted that it is. But in the case of maple syrup all know how much deception has been practised in the past. So much of it is sold in bulk by the small dealers themselves just as soon as it is made, that it is difficult to know when it is pure or compound. To overcome this why shouldn't the retailer purchase his supply for resale from the reputable manufacturer who places on the label the word "pure" or "compound," and who can honestly state that his goods have stood the regulation test. This is evidently the safe and sure way to protect one's customers and to be protected from the law. There are plenty of ways to determine whether a firm can be relied upon or not, so there can be no excuse in this regard.

But here is another side to it. Is every farmer honest? He may lead the simple rural life, but still some of them can "fix" their sugar, too, before it reaches the manufacturer. A case has just come to light where a firm took a sample of sugar from a two-ton shipment which they were asked to purchase. Analysis showed it to contain 1-3 maple and 2-3 foreign sugar. The manufacturer in question might have bought the raw material in good faith, but he would have been in wrong had he not made a test.



This cut shows the modern way of evaporating the water from the maple sap. The old kettle style is being discarded.

The Maple Sugar Problem.

With maple sugar, the difficulty of knowing exactly what one is getting is more pronounced. This line is usually put up in cakes without stamp or label to denote its purity or otherwise. A jobber's salesman, if he wanted to be dishonest, can easily tell a dealer he is giving him pure goods when they are not pure. He could easily, too, give the name of a reputable manufacturer as maker, when some one else had put them up. Where will the protection come from here?

In an article some time ago, Canadian Grocer suggested the stamping by the large manufacturers of all maple sugar they put up, pure, compound or mixture, by the use of a mould. This would always protect the honest retailer in buying, and his trade will admit that he should be protected. As the law now stands he can demand a warranty from the salesman or manufacturer, that the goods are as represented, but this does not prevent the retailer from being drawn into court. It only places him immune from fines. In working out this maple question the government undoubtedly should make it easier for the honest retailer to do right and more difficult for the dishonest maker to do wrong.

Good Time to Push Sales.

From a selling standpoint, now is a good time to push maple syrup and sugar sales. Spring is approaching gradually and the trade should see that there be no maple products in stock when the next manufacturing season comes on. Maple syrup is a line that sells readily with little persuasion, a display or two, a show card and an occasional newspaper advertisement describing the goods accurately.

The Retail Merchant and the Figure "Bogie"

Figures Frighten Some Dealers—They Cannot Take in the Many Things That Totals Tell—A Few Simple Rules for the Financing of a Retail Store.

Second of Series Written for Canadian Grocer by Wm. Cambel

A MERCHANT who had called me in to "doctor up" his business—it was in a decidedly sickly condition- confessed to me: "I can't master figures. They make me feel——addle-headed. I can tell when I am making money or when I am losing it, but how, why or to what degree, I simply can't figure out."

His knowledge of accounting was very meagre. His books indeed were a joke. At least I thought them a joke when I started the work of untangling them. Before I got through I decided they were a tragedy. He had not taken stock properly in five years and I found stock listed at the price he had paid for it when it was new, but which through long acquaintance with the store shelves had deteriorated in value. He had reckoned that he was carrying a stock valued at a certain figure. I discovered that the actual value was nearly two thousand dollars less. The book accounts were in very bad shape.

Underestimated the Stock Carried.

I really do not think that this merchant was very much more lax in his methods than a great many others in the retail trade. It is surprising how many merchants, reckoned prosperous and progressive, conduct the business end of their stores with a carelessness and lack of knowledge that reeks of the amateur. I remember a case not so long ago where I was called in by a dealer, who was negotiating the sale of his business, to give a full statement of the standing and stock. This store was a big one, doing a splendid trade. The owner was mayor of the town, a fairly wealthy man as wealth goes nowadays. He was accounted an eminently successful business man and I looked to find things in the store in a number one shape. The store was being operated under a system—a system with several bad faults. I went into the books and thoroughly appraised the stock, making the discovery that this merchant was carrying $4,000 more goods than he had himself reckoned. Accustomed to finding the shoe on the other foot, I could hardly believe it, but at the same time I knew I was right. Will you believe it, that man was hopping mad when I told him of his mistake? He refused to credit it at first and said that his system was too thorough to make such a mistake possible. He gave in finally.



'The man was hopping mad on discovering his mistake."

It just goes to show that you can never be sure. In some of the largest stores in the country, the system employed is inefficient and literally full of leaks.

Questions to Ask Oneself.

Here are a few questions that should be placed before every merchant:

What is your net profit? Are you absolutely sure on that all-important point? Do your half-yearly or yearly stock-taking and your balance sheet show it? Is your surplus item growing as fast as you expected? If not, perhaps this article will throw some light on the subject and be the means of that surplus growing beyond the infant stage.

Calculate All Expenses.

In the first place, it is absolutely necessary that you put down and calculate for all expenses. They will be there all the same whether you calculate for them or not, so be sure you get them or they will surely get you.

Put down a salary for yourself. Also put down wages for members of your family who help in the business just as if they were hired at a certain wage. This should be fixed on the one feasible basis: the value of the help to you, reckoning on what you would have to pay an outsider to do the same work.

If you own the store yourself, the business must pay a rent; the same rent you would get if you let the premises to someone else.



"Figures made him addleheaded."

Proving Your Figures.

Now let's get down to cases. Supposing your total expenses equal 20% of your turnover, which is, say, $2,000 per month. What percentage of profit will you require to mark on cost to leave you 10% net profit? The answer in round figures is 43%. For example:—An article costing $10 would require to be priced at $14.30. Prove it by taking off 20%, which is $2.86. This leaves $11.44. Then take off 10%, your net profit, which is $1.43, and you are down to $10, your cost, proving that it requires 43% on cost to allow 20% expenses and leave 10% net profit.

Or again, on $2,000, your turnover for the month, your expenses at 20% are $400, and your net profit of 10%, $200. This leaves $1,400 as your cost. Take 43% of this and you get $602, which equals, as nearly as possible, your expenses and profit combined, or added to your cost of $1,400, gives you $2,002, your turnover.

The Danger of Discounts.

Then there is another danger to guard against, viz:—Taking discounts off for sale purposes or otherwise. Here is an example:—A man wishing to make a large purchase of goods for a charitable institution got the head of a general store to give him a special discount of 15% off marked prices. When the head was spoken to on the subject by the accountant, he replied: "Why those goods were marked at 40% on and I guess we will come out all right." Now the expenses of the store worked out at 18% and this is how it worked out on goods costing $100, and selling at $140. Less the 15%, ($21.00) equals sale of $119. Expenses on this at 18% equal $21.42, so the sale resulted in a loss of

(Continued on page 44.)

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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John Bayne MacLean - - President

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JANUARY 30, 1914

THE SPICE IN THE GROCER'S LIFE.

A GOOD buyer is a valuable man around any retail store. Sometimes, however, a man who can buy right neglects the selling end of the business so that an old reason in a new form—that man is eligible for the ranks of the scientific salesman.

We are about to enter upon a new month—the second of the New Year. Every aggressive dealer is striving this year to attain a higher mark in selling than he did in 1913. To do this he must either get new customers or sell the present ones more goods, or both. How is it to be done?

February is naturally not a month that in itself brings much business. It is therefore a month in which the retailer's selling resources must be strongly utilized if the business of the corresponding period of last year is to be exceeded.

This is where the value of new ideas for increasing sales comes in or the setting of old ideas in new form. In this issue several lines of goods are referred to which, if got behind by the store's selling force will move out well. These include marmalade, marmalade oranges and sugar, gem jars, in one group; canned vegetables, meat extracts, canned fruits, jams and preserved fruits in another; maple syrup and sugar in a third, corn syrups, etc. The opportunities for presenting these various lines to customers so that they will sell, calls for thought, and good judgment. It is the new idea and the working out of it so that definite results can be observed, that makes the spice in the life of the retail grocer.

Otherwise the game is a dead one.

WHEN GOOD BUYING IS SPOILED.

THE signs of the times all point to greater care in the writing of advertisements. Advertisers are beginning to see that statements that even appear to have his ability as a buyer is of little avail from a business-building standpoint.

In conversation with a large Canadian dealer recently, the question of good buying came up for discussion. This man has been in the grocery business for many years and during the last few has made especially rapid progress, due particularly to a good location, good buying and salesmanship. In fact, his turnover last year amounted to within a few dollars of the hundred thousand mark.

Speaking of a fellow dealer, he remarked: "I was talking to a merchant the other day who is just as careful about his buying as I am. I knew him very well, of course, and I said to him, 'You are certainly a good buyer all right, but it doesn't do you any good.' He asked me why. I replied that he gave it all away by cutting prices. I was certain that that was his method. I believe our little talk has made him think. There is little use in any of us buying carefully if we give away what we save. We might as well not waste our energies at all."

This man, as readers will appreciate from reading the above, is not a price-cutter. He maintains his prices firmly and because he pushes only goods he personally can recommend, he has no difficulty in getting his prices. That his policy has been a sane, sound one is evidenced by the fact that he is one of the few wealthy grocers in the city in which he does business.

THE TRUTH IN ADVERTISING.

NOWADAYS it is the new idea that counts for most. The merchant who can show his customers a new reason why they should purchase certain goods, or an exaggerated touch to them are not appealing to the reader. The time has evidently come when "best on the market," "greatest of all sales," "wonderful values," and a legion of other such phrases, produce some such results as drops of water falling on a duck's back.

It must be understood that advertising is a science. It becomes effective in proportion to the power it has to show the reader a real reason why certain goods should be purchased. The public is beginning to appreciate the fact that each of two separate things going under the same name cannot be the "best" on the market. There can only be one "best" and if it is one it certainly cannot be the other—and the reader is placed in a quandary. This sort of publicity undoubtedly has the effect of lessening generally the faith in all advertising.

At a dinner of ad-men in Toronto during the past week, the famous Dr. Harvey Wylie, United States pure food expert, gave an address on the question of honesty in advertising, in which he pointed to flaring examples of the disregard for the plain truth. He maintained, however, that the day of exaggeration in advertising was passing; that plain common sense talks were succeeding, but that there was still great opportunity for reform.

It is time, therefore, that many merchants discarded many of the old phrases used in their advertising which are

not the whole truth. For instance "freshly churned," on storage butter; "eggs, direct from the farm," that haven't seen a farm for six months; "No. 1 standard granulated sugar," out of a second grade barrel, etc., etc., are all little deceptions that the fair and conscientious dealer will not tolerate.

Let the truth be told in advertising or do not advertise at all.

WHAT RURAL MAIL DELIVERY MEANS.

ONE hundred and twenty postmasters in Canada recently lost their jobs. This does not mean that the country is going backward by any means for there is some reason for this apparently wholesale dismission, which, in so far as the postmasters are concerned, is to be regretted. This move, however, was made by the Post Office department because of the extension of the rural free mail delivery system. The Ottawa despatch recording the change reads:

> "The extension of the system of rural mail delivery in Canada is indicated in an announcement of the closing of 120 post offices in the last month. Of the rural routes which are to replace them, 58 are in Ontario, 29 in Prince Edward Island, and the rest are scattered widely."

Just at present, while the promised parcel post system hangs in abeyance, this may not be of particular interest to the retail merchant, but with parcel post in effect in the near future, the extension of the rural mail routes is very significant. It means that the retailers in Canada will have that much extra territory in which to extend their business just as soon as Postmaster-General Pelletier presses the button that starts the parcel post wheels a-rolling. Those merchants affected by rural free mail delivery should make every endeavor to take the fullest advantage of it.

EDITORIAL NOTES.

PARCEL POST MAKES its bow February 10.

* * *

CLEAR OUT THE maple syrup and sugar stocks before the new arrives.

* * *

IT WILL SURELY be a doubly sweet job selling sugar in February with the price so low.

* * *

THE PRESENT HIGH price of beef is going to mean much for the fish industry of the future.

* * *

THE MARMALADE month is again with us, and another opportunity to boost up the sales column.

* * *

RESULTS OF Canadian Grocer's Christmas ad.-writing contest will appear in next week's issue.

* * *

"SEEK YOUR SALVE where you get your sore" does not apply to the coming of Parcel Post. Plans should be perfected before it arrives.

* * *

IF RURAL FREE mail delivery tends to keep the farmer home more, then the merchant must go after the farmer. Parcel Post should help the aggressive dealer in this work.

* * *

THE AVERAGE customer is quick to accept a new suggestion that is reasonable. The majority of the large buyers of canned goods would probably take a case at a time; if not a case, suggest a dozen.

The Business Outlook

IT will perhaps be in order to briefly review some figures relating to the year 1913—figures which go far to prove that conditions were not so bad for all and, what is more to the point, which point with unmistakable directness to the bright prospects ahead.

"The financial stringency," says a writer in a current periodical, "appears to be preparing for departure." He is not over-stating the facts. The stringency has gone. Money has "eased up" very considerably. The prices of securities are going up. There is a more generally active tone on the money market and even the stock exchanges are beginning to show signs of activity, a sure sign of a more free circulation of the medium of barter. And business is showing the same hopeful signs. An improvement, slow but sure, has set in. By the middle of the summer, business will be headed toward a new plane of activity.

A few figures will demonstrate how fundamentally sound conditions were under 1913. Dairy products of the prairie provinces brought in about $5,000,000, or nearly $2,000,000 more than in 1912. Live stock in the same section approximated $23,000,000, or an increase of nearly $8,000,000 over the preceding year.

The output of the iron and steel trades showed an increase of 10%. The earnings of the railways showed advances ranging from 4½% to 12½%—a significant indication of national growth. Canada's cereal milling capacity increased to 121,000 barrels per day, which is about 10,000 barrels more than the 1912 capacity.

Approximately speaking, Canada's xternal trade was $200,000,000 greater during 1913 than for the preceding year and this, so the statisticians tell us, is the greatest increase in any one year in the history of the Dominion.

A few other facts will serve to prove the fact that 1913, though a year of uncertainty and of hampering financial tightness, was nevertheless a year of industrial activity. Some 4,000 miles of new track was laid. The population increased by nearly half a million, the immigration figures showing a total influx of 48,812 during the year. The crop figures showed very large increases. Building permits were large in most centres. Bank clearings were large. In Winnipeg alone they reached a total of $1,634,977,237.

The present year is opening with splendid promise. The gradual improvement in conditions, which was predicted, is being felt. Each week sees a brightening of the business horizon and a larger volume of trade. That this gradual process of development will continue for several months is the general belief; and after that, there will be no limit to the measure of the prosperity that will be felt.

From the standpoint of the grocery and allied trades, business prospects continue bright. Wholesalers in provisions, fruits and fish and millers are invariably inclined to take a more hopeful view and there appears to be every reason for an average winter and a good spring trade. The majority of the large food-stuff manufacturers certainly had a good year in 1913, despite the fact that many retailers adopted a policy of retrenchment from a buying standpoint, preferring to get rid of the stocks on hand rather than add greatly to them. Now, however, these dealers are in the market again, and it is probably this that accounts mostly for the extent of the passing trade.

All the china eggs do not come from China. Sometimes one or two are included in a case of alleged "newlaids" from the producer.

How Other Grocers Do Things



BOOSTED UP SYRUP SALES.

A traveler who knows himself that window displays can do and who backs up Canadian Grocer all the time in its efforts to induce dealers to pay strict attention to the layout behind the window-pane, was talking about corn syrup the other day.

In a certain country town recently, he called on a customer who handled a fair amount of syrup, but in his opinion not just enough to please him.

He pointed out to the man behind the counter, that a magnet to be a magnet must be magnetic, that the window should have something with a pull in it. The dealer just doubled up his order to put his words to the test.

The display was made, the clerks talked syrup, and sales simply increased all along the line. The supply was sold out and a fresh one secured. The lesson is apparent.

* * *

AN ANNUAL ORANGE SALE.

A progressive firm in Montreal is, at the time of writing, conducting what they term, "The Annual Orange Sale." Their window is arranged very tastily with crates of oranges and a long streamer is running across the top of the window bearing the following:

> ANNUAL ORANGE SALE.
> 25 cents doz. $2.95 per crate.

As the oranges decrease in numbers the window display gets much smaller and the last morning the display was observed only three crates of these were left. These have been placed in the front of the window close up to the glass and behind them the passer-by can see bags containing one dozen oranges all ready to hand the buyer. This method gives the pedestrian an idea of the rapid service he would receive if he were to enter, as all that would be necessary would be to pay his 25 cents and walk out with one of the "waiting" bags.

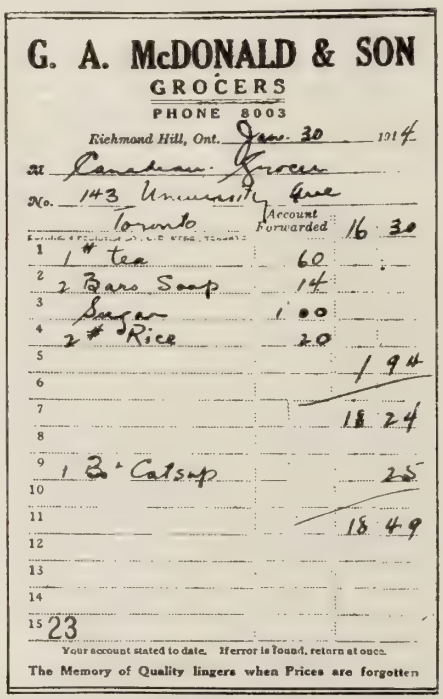
This method resulted in the sale of a dozen crates of oranges during four or five days.

CHECK BOOK WITH TWO COLUMNS

In last week's issue a counter check book was shown in Canadian Grocer where "to-day's sale," "amount forwarded" and "total amount of account" were placed at the top. A reader writes to say that this style presents certain difficulties which are overcome by having four perpendicular lines at the right allowing for two columns of figures including dollars and cents.

The accompanying illustration will explain fully how the book he would recommend is manufactured. The "account forwarded" is placed at the top of the second figure column. For the sake of illustration let us say it was $16.30. The prices of the goods 'bought to-day' are listed in the first column. The tea, soap, sugar and rice come to $1.94, which is carried over separately into the second column. By adding this to the "account forwarded," the total $18.24 is secured and at the same time everything is kept separate.

This reader further points out that if the customer has an afterthought that she wants, say a bottle of catsup, this can be easily inserted at the bottom and added on to the former total making the "new total" $18.49. With the other book, he claims that if the customer wanted something else after the order was given and totalled, the dealer would have to erase on both the original and duplicates the amount bought to-day and the total. By this time he thinks, the paper, which is of cheap material, would not be in a very good condition. If the erasure were not made and the amount not charged at the top, the bottle of catsup would pass through without being charged. The further claim is made that it is not practical to add figures from bottom to top carrying forward the total at the top rather than at the bottom.



G. A. McDONALD & SON
GROCERS
PHONE 8003

Richmond Hill, Ont. Jan. 30 1914

M Canadian Grocer
No. 143 University Ave
Toronto

			Account Forwarded	16 30
1	1 lb	tea	60	
2	2	Bars Soap	14	
3		Sugar	1 00	
4	2 lb	Rice	20	
5				1 94
6				
7				18 24
8				
9	1	Lb Catsup		25
10				
11				18 49
12				
13				
14				
15	23			

Your account stated to date. If error is found, return at once.

The Memory of Quality lingers when Prices are forgotten

This shows how counter check with two columns for figures works out. Account forwarded, bought to-day, and total are shown.

* * *

CASH SYSTEM ADOPTED.

Edwards Bros., grocers and confectioners, Beaverton, Ont., have decided to adopt the cash system of doing business after Feb. 1. Their announcement is made in the following letter sent to customers:—

Dear Madam:—

After careful consideration we have decided that on and after February 1st, 1914, we will operate our business on a strictly cash basis. We are convinced that this can be done to advantage in Beaverton as it is being done in most of the flourishing towns of the province.

The credit sytem, as you know, involves considerable extra expense and labor. Therefore the credit customer must pay for the extras. So on and after February 1st, with your co-operation, we will sell all our lines at a much lower price for cash only, knowing that we can successfully continue to supply all your requirements to our mutual benefit.

Thanking you for your past patronage, also for a continuation of same.

Yours respectfully,
EDWARDS BROS,
Grocers and Confectioners.

Bouncer: "Can you tell me when butter is like Irish children?"

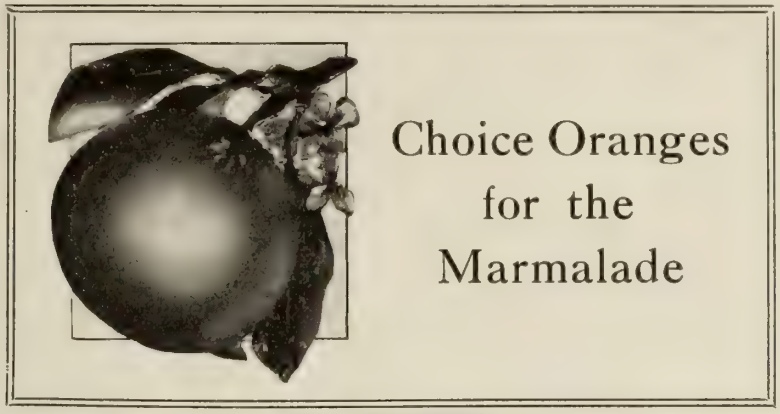
Podger: "No. Give it up."

Bouncer: "Why, when it's made into 'little Pats' of course."

Opportunities in February; Marmalade Month

Now is the Time to Push Sales of Marmalade, Marmalade Oranges, Sugar and Glass Jars—Season Opened for the Bitter Oranges—Methods, Novel and Common, for Stimulating Sales.

NOW that the season for marmalade is approaching and marmalade oranges are already on the market, the live dealer will prepare for big business in these lines. He will not wait till the customer comes asking for these goods but will anticipate the demand and will bring them under the customer's notice at the earliest opportunity.



A Show Card Suggestion.

An Orange Campaign.

This can be done by planning an "orange campaign" and thus stimulating the demand. These goods are of a nature that lend themselves readily to advertising and decorative purposes. Human curiosity and sporting instinct can be made use of as well. One dealer is known, for instance, who last year placed a large pyramid of oranges in his window, and advertised by cards through the local newspapers that a prize would be given to the first person guessing the correct number of oranges in the pile, or failing a correct guess, to the person who came nearest the correct number. The store and windows were draped to advantage with orange ribbons and bunting and different designs were worked out by using oranges with tissue paper wrapping in combination with oranges not in wrappings.

The guessing contest drew large crowds to the store. It caused much talk among the public and aroused greater interest in the matter, which is just what the grocer wants. In conducting a contest of this character it must not be forgotten that there is a law against giving coupons that are not redeemable at any time. It would, of course, be within the law to allow anyone to make a guess whether he purchases or not.

Ready-Made Marmalade.

In conjunction with the oranges themselves large quantities of the ready-made article could be displayed to advantage and large sales would be possible. One dealer last year reports selling 800 pint jars of orange marmalade at 20 cents per pint and no other medium was used except the window displays with the selling power of the staff behind. With the aid of judicious advertising think what would be possible. Of course newspaper and window advertising should be connected up and the public's attention will be linked to both the ad. and the window. Both the oranges and the manufactured product could be shown at the one time as demand for one will help to stimulate demand for the other.

Moreover every grocer should be aware that marmalade has good medicinal values and is recommended as a tonic for the nerves and tissues of the internal organs of the human system.

Sell Sugar and Glass Jars.

But with the selling of marmalade oranges there are other lines that may well be pushed. Sugar, for instance, is a necessary commodity for the making of marmalade and at a time when sugar sales are naturally not large and prices low, a stimulation of the demand can make up for the deficiency. In window dressing too sugar would be of great benefit. Heaps of snowy sugar and pyramids of sugar cartons in the window would make a pretty combination with the brilliant orange. Glass jars too, should, of course, accompany the oranges and sugar and a thriving trade with the housewife could be done.

Good Show Cards Possible.

Neat show cards and price cards in orange and in the shape of an orange might with profit be placed at vantage points. In furnishing good cards wholesale houses might assist.

Lasting Results of Campaign.

The benefits of such a campaign are to be looked for not only in the immediate sales made but in the general advertising which the place of business gains and should retain all through the year by the publicity given. The experience and good-will gained by a well-conducted method of marketing goods will be of immense value in the future.

Moved Out Glass Jar Overstock.

"Give me the man with the ideas," said an employer the other day when the assistant manager told him that he had a number of good-looking applicants for a vacant position. The man with ideas was singled out to him.

This just goes to show that ideas win out all the time. Especially fortunate is the retailer who has ideas himself and selects clerks happily equipped in this respect also.

An Ontario dealer not very long ago had an overstock of gem jars. He had sold a large quantity during the home preserving season, and was just wondering whether he would give them space in his warehouse or not until the season of further demand came round.

SELL SUGAR AND FRUIT JARS.

Marmalade season brings with it another opportunity in addition to the summer and fall preserving time to sell fruit jars and rubber rings. Many housewives purchase marmalade oranges to make a supply for themselves, and they will require glass jars for this purpose. Whenever a sale is made of oranges, a splendid chance presents itself to sell the associated lines. Not only should jars and rings be pushed during February, but also sugar. Sugar is cheaper to-day than it has been for years. That it can go very much lower is not believed by many, so that the dealer has an exceptional chance to brighten up sales in this line just now. Sugar by the hundredweight should be pushed strongly, the dealer, of course, protecting himself in buying from declines.

"I can easily sell them later," he reasoned. "I am located in a country town, and am the logical distributor of such articles. The housewife knows I can provide them, and comes to me rather than send to a distant city. But will it pay me to take up valuable space in an already pretty congested stock-room?"

"No, it won't," he continued, "for they may get broken. I'll have to move them out some way. Ah! Eureka. Just the idea."

He had all those glass jars carefully washed and cleaned, took them aside and filled them with corn syrup from a large supply of bulk, which he always carried owing to heavy sales, and made a mighty attractive window display. The price on show cards was made attractive enough for the consumer, but not too high, and to allow of the price of the glass jars being covered.

"Why, I got rid of the whole lot, and at the same time advertised my store as a syrup centre. It pleased my customers universally."

Now, many a dealer would never have hit on this plan. Too many are not awake yet to the possibilities of good window displays, selling talk, etc., etc.

HELPING THE CONSUMER TO LOWER THE COST OF LIVING.

(Continued from page 27.)

an exceptionally long "frontage" for window display, nearly 18 feet, and certainly made the most of it on this occasion. The display is arranged in four pyramids, with a line of soups topping it in each case. Cards with well-advised inscriptions were used to call attention to the contents of the window.

To the left of the entrance door is another smaller window, which at present is used for a canned goods display, vegetables, salmon, etc. A rather striking arrangement of the inside is a series of pyramids of canned tomatoes on the top of the shelves extending the whole length of the store, and making with the big red tomato label a prominent part of the "architecture."

Mr. Snyder has tested window display in 20 years of business life, four of it spent in the present store. He had several very practical experiences to relate.

"My idea," he told Canadian Grocer, "is that the majority of window displays in grocery stores are of little advantage to them. In a general way they tell people it is a grocery store but that is all. To me it seems useless to put a lot of things in your window, exactly the same as every one else has, and at the same price. What is there in that to draw trade? 'Oh, that's just the same as we get at ———,' one will say as he glances at it.

Believes in Window Individuality.

"What I feel more and more is needsonable goods, say; or some new line; or a larger quantity of one line than people usually see; or goods whose price in a plain label will attract buyers.

"I'll give you an example of what I mean. Up to a very short time ago I ed in a grocery window is something different from your neighbor; some unseahad been selling, week in and week out, one case of grape fruit. One day I happened to get a five-case lot at a reduction and took the notion to put the whole lot in my window. Ordinarily I had been selling them three for a quarter. Now I put in a card marked, "Special, Four for a quarter," and in a single day, Saturday, I sold the entire five cases. Since then, under the same arrangement, I have disposed regularly of five cases a week."

"You have apples also in your window to-day, Mr. Snyder," observed Canadian Grocer.

"Yes, the people I buy them from tell me I have the biggest trade in apples of any grocery the same size in the city. I do not believe in keeping them all in barrels where people cannot see any except a few, and not even these well. So I put a pile of them in my window and I find it very helpful in selling them.

"My theory for window display," said Mr. Snyder in conclusion, "is to have something special in it, something live, with a good drawing ticket on it, and the public will respond."

[This article is one of a series running in Canadian Grocer on "Lowering the Living Cost." The next will deal with pork products, which are to-day much cheaper than beef. It will appear in the following issue.]

CALENDARS FOR 1914.

We have just received a unique Cook's Friend Baking Powder calendar, from W. D. McLaren, Limited, Montreal. It is composed of a smiling young lassie with a spotless white apron, the lower portion of latter carrying a calendar which sits out to advantage, as a red skirt of real tartan cloth helps to produce a rather original effect.

Help the Pocket Book by Using More Canned Vegetables

In these days of high prices on many lines, the careful housewife will find canned vegetables a great help in the kitchen. They are cheaper than for a long time, and there are so many different ways for serving up hot tomatoes, peas, etc., that you can always have something tasty, wholesome and nutritive for dinner or supper at little cost. To-morrow when you order your groceries include in the list a good supply of canned vegetables.

Tomatoes, finely flavored, per can..... .12
Peas, tasty in a dish of pie-crust, per can..... .09
Corn, delicious when served hot ..... .10
(One can of each for 30 cents.)
Beets, nothing nicer for a side vegetable, whole or sliced, per can ..... .12
Beans, golden wax, per can ..... .10
Pork and Beans, a meal in themselves, small can 6 cents; larger can ..... .12

Ask us for special price on tomatoes, corn and peas, mixed, by the case, and have them when you want them.

Efficient Service Prompt Delivery

A. H. HARVEY

75 Main Street. Phone 125

Above is a suggestion for a canned goods newspaper advertisement which dealers pushing this line might try out at present time. Anything wholesome and comparatively cheap appeals to the average housewife now.

Scientific Analysis of the Retail Buying Public

An Investigation Carried on by One Store Into Reasons People Had for Shopping at Other Stores in District — Tactful Adjuster Followed Up Each Complaint — Points of Weakness.

DEPARTMENT stores of the older type used to feel that they were so distinctly in a class by themselves that it would be impossible for anyone outside their own domain to give any information that would help solve their individual problems, writes M. L. Anthony in The Efficiency Magazine. What does a woman want to buy? Where does she prefer to shop? What advertising argument appeals most to her?

It, therefore, revolutionized things when an advertising man who had been successful in the manufacturing field, asked his new employer, a retail merchant, for more concrete data.

He had before him all the usual "shoppers' comparative reports." He knew from these what each store in the city was carrying, and how prices compared with those of the same line of goods in his own store. He had criticisms on window decorations and displays. He had time-sheets showing the drawing power of every big "Special Sale" his competitors had, even down to just how many customers "looked" and how many purchased, between ten and eleven, eleven and twelve o'clock and so on.

"Yes," he said, "this is fine. It is invaluable. But what I want as well is concrete information direct from the people who don't come to the store. Why does Mrs. Jones go to Brown Bros. for shoes when we carry the same line? Why does she go there for china and come here for linen and furniture? Our comparative reports show that our line is as good as any in the city."

The merchant demurred for a time, but finally the advertising man won his point and a campaign was started to get the unusual data. This demanded that investigation be made not only in the city proper, but also in a group of towns within a radius of thirty miles of the store.

Each investigator was required to give detailed information on a list of questions.

(1) Consumer's name?

(2) Address?

(3) Number in family: Men, Women, Children (sex)?

(4) Which store do you prefer for general shopping? Why?

(5) Which store do you patronize for special articles?

(6) Which days of the week are most convenient for you to shop?

(7) Which store has the best delivery service in this town?

DISCOVERIES.

Adjuster followed up each complaint at once.

One lady had to tell condescending clerk she was buying cheap furs for her cook.

Parcels delivered at different times.

Exaggeration in reducing prices.

(8) About what is the average amount you spend on your shopping trips?

In addition, the investigators were required to make notes on surroundings, character of household equipment, furnishings, etc.

There were many and varied reasons. "Because I have always bought there," was a familiar reply to the second part of question number four. When asked why they had always bought there they would admit that they had no particular reason.

It was found that one store had built an exceptionally great amount of goodwill through its superior adjustment methods. Instead of permitting the customer to follow up her complaint by repeated letters and telephone calls until she had the annonyance deeply impressed on her mind, the store took a different course. As soon as a complaint was made, a tactful adjuster took the matter in hand, and by personal call and follow-up not only straightened out all tangles and adjusted the matter satisfactorily, but saw to it that the customer was impressed with the store service and left in a wholly favorable attitude of mind. This sort of personal effort left its impression and resulted in a general feeling among a large group of women that that one particular store was strong on "personal service."

Another important item in the investigation was the delivery system. One store would deliver within twenty-four hours; another store only two or three times a week. In one case the men on the wagons were always courteous, while the other men seemed indifferent and often impertinent. One firm delivered everything at one time; another came straggling along with the little bundles in spasms from six to twenty-four hours late.

Another item of interest which the investigation disclosed was the attitude of the club women and the women of the better class toward comparative values in advertising. There was a great deal of criticism of one house in particular, a house that had always had good standing in the community, but which clung to the comparative values in its advertising. The women seemed to feel that they were not getting a square deal. They read the advertisements and went to the store on account of the old-established reputation. They found that $75 suits at $39 were misquoted values. The suits were probably good value and had orig-

(Continued on page 38.)



The semaphore is a new line in store display, but "it is a winner," according to a proprietor of a Los Angeles store where it was installed. In regard to this device, "Popular Electricity" quotes him as saying:—"Many a customer has stopped at the unfamiliar sight of a semaphore on a store front, and entered to ask questions, usually making a purchase before leaving. Others watch the flashing light, the rising and falling arm, and then drop in with such a remark as 'Well, I saw your stop signal, and followed it.' It is inexpensive to install. One of my clerks originated the idea and constructed the upright and arm from pine boards, and a sign painter did the lettering at small cost. The operation of a small motor keeps the arm in motion and the cost of power behind the colored panes is very slight, compared to the results."

Finding Tobacco, Cigarettes and Cigars Profitable

This is Experience of Many Who Have Gone After the Business —Competition the Life of Trade—Ideas on How to Go After Prospects—Keeping Tobaccos in Good Condition—Show Cases Figure Largely in Selling.

ON returning from a recent trip to New York, a Montrealer, inter alia, stated: "There were many things I noticed there about retailers, but I was particularly impressed with the manner New York dealers look on competition. They seem to welcome it. I noticed four retail boot stores all in succession on a leading thoroughfare, and one was as busy as the other."



Where Many Dealers Demur.

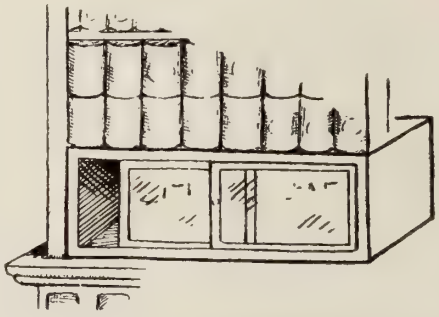
Now, leather has got nothing to do with tobacco, even if the hides are "smoked" somewhat during course of tanning, but this very statement serves the purpose of the writer admirably. How many dealers think they cannot sell tobacco because they are pretty much engaged in filling orders for more proprietary articles? Again, how many dealers would there be in business today on the whole if each were to think that his competitor had a smaller grocery business and consequently had more time to devote to tobacco? The number would be decreased alarmingly, because no man can properly size up another man's turnover. Time wasted in speculation on this point would be the first sign of decay, as negligence always produces dire results.

Well, then, agreeing that competition is the life of trade, and further, that there is trade for every one if there are twenty grocery stores all in a row, let us see just the best way to build up a tobacco business.

Goods Must Be Seen.

Of course, a supply of leading brands of chewing and smoking plug, cigars and cigarettes is essential, but the sales depend entirely on the position the goods are given. A neat showcase placed in a prominent position, with the goods carefully arranged inside and a damp sponge or glass of water within also to keep the leaf from drying up, will attract a certain amount of attention. But the dealer should buttonhole every man who comes into the store, of course not seem overaggressive, and let him see that he is catering to his needs.

The majority of smokers who do enter the store are regular customers at any rate, and knowing them pretty well, it should not be hard for the grocer to persuade them to give his tobacco department a trial.



Tobacco Cabinet with sliding glass doors that helps sales and keeps the Tobaccos enclosed.

Ask a Few Questions.

The woman who realizes that the grocer or his clerks are anxious to please her takes a pleasure in visiting the store. The man also who finds that his interests are the grocer's interests, will also be a more regular caller. Play your cards well, then, Mr. Grocer; ask one or two a day what tobacco they smoke. Tell them that you are starting a tobacco department and that you want to get their brand in stock in order to supply them. Later, a reminder that you have got same, and a little diplomacy will eventually mean a sound trade.

Saturday is the rush day, the day of big orders, the day when you receive calls for all sorts and conditions of things "just to put us over the week-end." The man of the house never likes to find himself short of tobacco, whether it be chewing or smoking or cigarettes, and so in most cases tells his wife to have so much placed in order, or just to make sure, places it there himself. This is where you can cash in to good advantage. Make a special point of telling your clerks every Saturday morning, "Remember, I want to see you make a hole in our tobacco stock again. Talk it up and sell it."

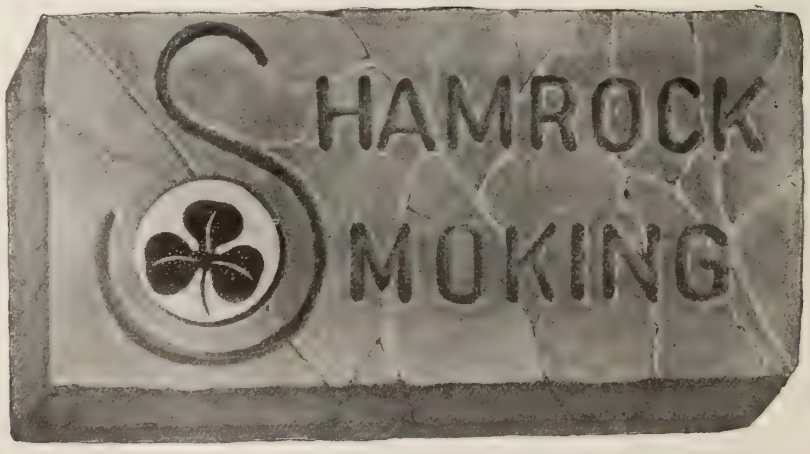
Handle Cigars Carefully.

Considerable care must be taken in the handling of cigars as they are liable to become as dry as straw, and further, to crumble. Every dealer knows that a dry cigar soon peels and that a man might as well try to smoke a hollow pipe shank. Cigars sell well in any store where shown, but the large sale, the increasing sale, depends entirely upon you and your clerks. Again, we refer to the value of your own selling powers.

Dealer "Treated" Customer.

A Montreal dealer recently told the writer that he was at one time afraid he had made a mistake in investing in a good assortment of tobacco. He thought that it would be "begging" trade if he approached the men who dropped into the store on the matter, so he had to devise plans, and one worked out successfully. When he had a favorable opportunity he called the man over to the tobacco case and invited him to have a smoke, free, of course. This scheme provided a pleasant introduction, made an impression, and resulted in frequent calls on the door of this show case and good "coin of the realm" was afterwards always forthcoming.

There's nothing like originality. Little ideas are frequently worth thousands of dollars in the long run.



FOREST & STREAM TOBACCO

Has the call



Although put on the market recently, FOREST AND STREAM has already made its way. It has pleasing qualities which win the smokers' confidence at once.

FOREST AND STREAM will be the favourite smoke from coast to coast before long.

HOW IS YOUR STOCK?

HANDLED BY ALL THE WHOLESALE TRADE.

The Clerks' Page

By the Cub Reporter

WHAT WOULD YOU SAY?

Here is a little problem for the ambitious clerk.

Supposing a new customer asks you for a package of tea. You reach up to the tea-shelf and bring down two packages of a certain brand—one a 30-cent and the other a 40-cent tea. You say, for instance, "This is 30 cents a pound and that is 40 cents." But the two packages look very much alike to the customer and they are the same size. So she asks: "What is the difference between the two?"

What would you tell her?

You would not simply say: "This is a little better than that." Such an answer, while it might be correct as far as it goes, would not satisfy the customer. Chances are she would take the 30-cent line, as the answer would not probably be sufficient to her to explain away the difference of 10 cents.

And what benefit would it be to your employer to sell the 40-cent tea?

Clerks are requested to send in answers to this question. Send as many as you like. The best will be published in future issues on this page. Who'll be the first to respond?

B. C. EMPLOYEES BUSY.

British Columbia retail stores are being confronted with the proposition of having competition from stores kept by small proprietors, to a large extent Italian and otherwise, and who do not close until late at night. It has been that closing was pretty general at six or seven o'clock, but with this opposition there is a growing tendency to keep more stores open late. In Victoria, it has reached such a stage that Dan W. Poupard, secretary of the Retail Employees' Organization, made an appeal before the board of trade of that city to see what could be done to ensure rest at night, as the extension of business hours, it was claimed, meant a lowering of the standard of both employers and employees.

WHAT IS POTATO FLOUR?

A letter has been received from a clerk asking what potato flour is. Potato flour is simply a kind of starch. It differs from starch in that it is not of such fine grade and texture, and it differs from dextrin in that it is unroasted, dextrin being simply roasted starch. Potato flour is used principally in the manufacture of paste and sizing. It is used for purposes similar to those for which low grades of tapioca are used, for the filling of paper, and for the filling of Scotch burlap, which is extensively used in the manufacture of oil cloth.

OBSERVATIONS OF THE CUB REPORTER.

Good health is a man's greatest asset.

* * *

Better late than never, but better never late.

* * *

The clerk who does his work well today is the merchant of to-morrow.

* * *

A good salesman is known by the number of sales he makes above actual demand.

* * *

Live within your means. A gentleman should have more in his pocket than on his back.

* * *

An oak is not felled by one chop. Neither does a clerk become a grocer all in a day.

* * *

Saalries depend on what one does do; not what he is going to do. In other words, you must catch the bear before you sell his skin.

* * *

Benjamin Franklin once said that by observing and planning before you come to a definite decision you will be better prepared to meet and overcome any obstacle that may confront you.

THE ENCYCLOPAEDIA

ABOUT THINGS IN GENERAL.

Blueing—Used in washing clothes to give a whiter appearance. Indigo is the original form, but Prussian blue dissolved in water by means of oxalic acid is generally used in the manufacture of liquid blue.

Bloaters—A kind of fat herring.

Bologna Sausage—Named from the town of Bologna in Italy. Is properly made of bacon, veal and pork suet chopped fine and enclosed in a skin.

Borax—Formerly brought from Thibet, Persia and India. It is used in soldering, as it dissolves any oxide that may be on the surface of iron. It is used in the manufacture of soap; also sometimes as a preservative agent for butter and other materials; is the chief element in shampoo liquids and is destructive to ants, moths, cockroaches, etc.

Brazil Nuts—Grow on large trees in Brazil and Guiana, a number of them growing in a sort of seed vessel as large as a man's head and so hard that a blow from a hammer is required to break it. The seeds, popularly called nuts, are triangular in shape with a hard shell and pure white kernel, of a very agreeable taste. They yield a large quantity of oil, which is used in Suoth America for illuminating purposes. They are also called cream nuts and Para nuts.

Bretzel—Frequently misspelled Pretzel, is a hard, brittle roll of bread twisted in a letter B, common among Germans.

Brine—A term applied to water highly impregnated with salt, and used to preserve meats, butter, etc.

Broma—A chocolate preparation made from the beans of the cocoa.

Brussels Sprouts—One of the numerous varieties of the cabbage plant, distinguished by producing little clusters of leaves, which close together and form miniature cabbages. They are used the same as the ordinary cabbage, but are more delicate and are very highly esteemed.

Current News of the Week

Quebec and Maritime Provinces.

Martin & Fils, grocers, Montreal, have registered.

Cyr & Roger, Montreal, grocers, have registered.

W. H. Lawrence, of Burtts Corners, N.B., is dead.

Herbert Harper, Harper X.L. Manufacturing Co., New Bedford, Mass., was in Montreal this week.

Thos. Kirkwood, Kirkwood, Sons & Co., passed through Montreal last Saturday en route from Halifax to Toronto.

Fair & Lothrop, Sherbrooke, Que., have assigned, Belanger & Begin, of that city, having been appointed liquidators.

Joseph McNeill, a St. John, N.B., dealer, was held up at the point of a revolver in his store recently by a negro, who threatened to shoot him because he would not refund the money for some molasses purchased by the negro, and which the negro said tasted of salt. Several customers were in the store and saw the negro become angered and dump the molasses on the floor and then whip out the revolver and point it at the storekeeper's head. The negro left the store, however, without discharging the weapon.

Ontario.

Annie O'Donnell, Toronto, has sold her grocery store to W. D. Rowe.

Sidney Mitchell, grocer, Peterborough, Ont., has sold his business to Mr. Bradshaw.

C. S. Morrow, of Morrow & Co., Front Street, Toronto, was in Montreal this week.

O. S. Matchett, of Goheen & Matchett, retail grocers, Peterborough, Ont., was in Toronto 'ast week on a buying trip, and called at the office of Canadian Grocer.

J. B. Conlin, of L'Amable Station, Ont., general store, has sold to White & Henesey.

Alfred Robbins has purchased the grocery business of W. J. Smith, Thamesford, Ont.

A new grocery store has been opened in Cornwall, Ont., by N. Merson, on Bedford Street.

N. Braldberg will open a grocery and men's furnishing store in Thorold, Ont., in the near future.

The death is recorded of Alex. Parkinson, of A. Parkinson & Son, Kemptville, Ont., grocers.

A. G. Austin, Wooler, Ont., has sold his general store to David Luery, who takes possession April 1.

Fred Tambling, of Tambling & Gidley, merchants of Thamesford, Ont., was married last week in London.

Smoke and water caused $600 damage to the grocery store of W. J. Cherney, Windsor, Ont., in a recent big fire there.

James A. Oborne has been appointed by The Lake of the Woods Milling Co. to succeed the late Mr. McCormick as their representative for the Ottawa district.

Listowel, Ont., expects to secure a condensed milk factory. A report from there states that a company has been formed, which proposes to spend $60,000 in buildings and plant.

A petition was recently circulated among the grocers of Aylmer, Ont., for an early closing by-law to be passed by the council, but it failed to receive the necessary number of signatures.

The grocers of Peterborough, Ont., are going to make an attempt to get an early closing by-law passed. The matter was discussed at the last meeting of the association, when a petition was decided on.

Bard & Co., manufacturers of Blue Ribbon Ammonia Powder, have moved from 97 Main Street W., Hamilton, Ont., to rear of 229 Catharine Street N. Dunn & Co., mustard manufacturers, will occupy the entire building at 97 Main Street W.

Wm. Walsh has been appointed city sales manager for the Hamilton, Ont., branch of the Mooney Biscuit Co. He took up his duties at the beginning of the year. Mr. Walsh is a native of Hamilton, and was formerly proprietor of the Merchants' Express Co. of that city.

Western Canada.

B. T. Rogers, of the British Columbia Sugar Refining Co., Vancouver, B.C., has gone South on a trip, accompanied by his wife and family.

The Hudson's Bay stores and general offices, Winnipeg, Man., were closed Monday out of respect for the late Lord Strathcona and Mount Royal, governor of the company. The store windows were all draped in mourning.

The grocery business carried on for some years by J. Niederstadt, of Regina, Sask., will, in future, be conducted by P. Priester, who has leased the building owned and occupied by the former, for one year.

R. Forbes, K. J. McKenzie and W. E. Wilson, of the Camrose Grocery Co., Camrose, Alta., have gone to Minneapolis to attend the annual meeting of the wholesale concern of which the Camrose firm is a branch.

W. P. Riley succeeds Garnet P. Grant as president of the A. MacDonald Co., wholesale grocers, Winnipeg. The annual meeting of the Board of Directors was held last week in Winnipeg. Mr. Riley was formerly of Port Arthur, Ont.

ANALYSIS OF RETAIL BUYING PUBLIC.

(Continued from page 37.)

inally sold at $45 or $50, but they were not worth $75 and never had been sold at that figure.

Another store, in many departments, had lofty clerks, who became quite condescending if a customer wanted to make a modest purchase. One well-to-do woman said she had closed her account with this store because of an exaggerated case of hauteur of one of the clerks. She asked to see furs such as she supposed would be satisfactory to the woman for whom she was purchasing them. When asked if they hadn't something at a lower price than those which she showed, the clerk became unsufferably rude, until the customer said: "I want a set of warm furs for my cook." Presto! The clerk was as subservient as possible. But an unpleasant impression was made and fatigue had caused the woman to make her purchase in that store, and she never went there again. This same sort of complaint came up in a number of of cases and it was evident that that particular store was losing trade daily.

The data obtained by personal investigation of this sort supplied the advertising man with an excellent basis for determining:

(1) The kind of arguments that appealed to department store patrons.

(2) Days when it was most convenient to shop for most women.

(3) Average buying power of patrons.

In addition, it gave the most concrete material for meeting points of competition hitherto unfelt and improving store service at the weakest spots. When the reports were tabulated it was possible to graphically show:

(1) Proportion of population served by the store and each competitor.

(2) Proportion of surban population served.

(3) Comparative strength of various departments of all stores from the consiumers' viewpoint.

(4) Total possible sales to be made in any department.

Raw Sugar Strong This Week; Dried Fruits Firm

Advance in Corn Syrups Possible in Toronto—Molasses Declines Four Cents at Montreal — Dried Peaches Claimed to be Good Buying—Firmer Tone to the Bean Market.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
- Storage eggs being imported from American centres.
- Fresh eggs dropping off a little; only thought to be temporary.
- Butter being shipped to West.
- Strong cheese in better demand.

FRUITS AND VEGETABLES.
- No. 1 spies up 50c per barrel.
- Strawberries decline. Now quoted at 50 to 55c quart.
- Bananas cheaper by 25c.
- Red Danvers up 25c per 100 pounds.

FISH AND OYSTERS—
- Ciscoe herrings up 25c basket.
- Haddies up ½c pound.
- Medium herrings up 30c per 100 count.
- Smelts, medium to large, up 2c per pound; smalls, down 1½c per lb.
- Steak codfish up 1½c lb.
- Pollock increases ½c lb.
- Tongues and sounds up ½c lb.

FLOUR AND CEREALS—
- Flour market improving.
- Cereals still quite normal.
- Mill feed business booked ahead until March.

GENERAL GROCERIES—
- Sugar market firmer.
- Quite a number of sorting-up orders coming in.
- Molasses drops 4c per gallon.
- Valencia raisins, new stock, drops ¼ to ½c per lb.
- Peanuts, medium to common stock, drop ½c lb. Best grades remain unchanged.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
- Fresh dairy butter drops 1 to 2c.
- New laid eggs firmer at 40 to 42c.
- Provisions likely to be firmer.
- Some large buying in cheese.

FISH AND OYSTERS—
- Good business continues; all lines firm.
- Haddies and salmon up 1c.
- Herrings up to $2.50 from $2.

FRUIT AND VEGETABLES—
- Spies not procurable under $5.
- Good prospects for marmalade oranges.
- Cabbage up to $2.75 and $3.
- Sweet potatoes up to $1.50.
- Spanish onions $4.50 per crate.

FLOUR AND CEREALS—
- Flour market quiet.
- Good business passing in cereals.
- Mill feeds very firm.

GENERAL GROCERIES—
- Sugar firm at New York.
- Syrups may advance.
- Beans up about 10c.
- Dried peaches firming.

QUEBEC MARKETS.

Montreal, Jan. 29.—Business on local market during past week has shown very noticeable improvement as regards demand, and orders are being received in numbers for all lines. Travelers, of course, are responsible for this change, as they are once more on road, and after few weeks' lay-up, stocks in retailers' hands had become quite low, with result that aforementioned "sorting" orders have stimulated business greatly. Apart from this there has been little interest shown on local market, and only couple of price changes have taken place.

SUGAR.—Situation this week shows more firmness than during past month. Demand has not shown much, if any, improvement, and buyers seem to be holding off for cheaper sugar, which seems still to be anticipated by many, including some of the local wholesalers.

Marmalade season is now here, and this should bring forth quite a number of orders from retail trade. The number of housewives making their own marmalade to-day, it is said, shows a falling-off from number ten years ago, and prepared marmalade has been selling in place of oranges and sugar.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 85
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—Demand at present is of a hand-to-mouth nature. Prunes are holding up remarkably well, and receive the greater portion of attention. All other lines are simply receiving fair attention. Valencia raisins, new stock, declined from ¼ to ½ cent pound, range now being from 6 to 7 cents pound. All other prices remain unchanged.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08¼
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	....	0 09½
95 to 100, in 25-lb. boxes, faced	0 08	0 08¼
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08¼
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10¼
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Demand, which has been considered above expectations, still keeps up. Stocks on hand are not too plentiful, and prices, therefore, are held firm. Reports received are to effect that gardens of Northern India are showing great improvement, both in quantity and quality. Most of large companies are operating in those districts, and much larger crops per acre are being produced than formerly. This is due to better fertilization, more skilful pruning and better intensive cultivation generally.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¾
Virginia No. 1	....	0 13¾
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Demand for coffee has been much the same during past week, although reports from large centres are to effect that markets are quite active. It is claimed that part of loan recently made by State of Sao Paulo is to be used for financing Brazil planters. This would mean improvement in primary conditions.

Locally stocks are good, with the same prices ruling.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

RICE AND TAPIOCA.—Demand in this market is still limited, with the same prices ruling. Cheaper prices are looked for in spring, but these have not affected present conditions.

	Per cwt.
Rangoon Rice—	
"B." bags, 50, 100 and 250 lbs.	3 30
"B." pockets, 25 lbs.	3 40
"B." pockets 12½ lbs.	3 50
"C.C." bags 50, 100 and 250 lbs.	3 20
"C.C." pockets 25 lbs.	3 30
"C.C." pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60

Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05½ 0 05¾
Half bags, 112 lbs.	0 05¼ 0 05½
Quarter bags, 56 lbs.	0 05⅜ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

SPICES.—Demand is much same as last week; in fact, this market is never subject to any great change, either in demand or price, and this week has been no exception.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade, Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

MOLASSES AND SYRUPS.—There is a reduction of 4 cents per gallon in molasses this week, due to the phenomenal crops and ideal weather conditions. Syrups, however, show no change. Demand is much same as in previous weeks.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.40	.37	.35
Barrels	.43	.40	.38
Half barrels	.45	.42	.40

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lbs. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple Sugar, pure, per lb.	0 10 0 11

NUTS.—Demand for all kinds is only seasonable, with same prices in effect, with one exception. Peanuts, medium to common stock, have dropped half a cent per pound.

Shelled walnuts, per lb.	0 35	0 37
Shelled almonds, 28 lb. boxes, per lb.	0 39	0 40
Finest filberts	0 13	0 13½
Pecan	....	0 20
Almonds	0 20	0 21½
Walnuts	0 19	0 20
Brazils	....	0 22½
Peanuts	....	0 13
Peanuts (G)	....	0 08½

DRIED VEGETABLES.—Demand for all lines can only be termed seasonable, with same prices ruling.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08¾
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

ONTARIO MARKETS.

Toronto, Jan. 21.—While there has been no sensational increase in amount of trade being done, there is here, as in most of the other markets, a much stronger tone than has been for some weeks. Some firms report that business for this month compares very favorably indeed with the same month last year. While no very large orders are coming in, frequent buying of small lots keeps things alive, and everybody is in good spirits over the prospects.

Sugar is firmer at New York this week, while tea remains unchanged. An advance in corn syrups is suggested as possible by some.

SUGAR.—The raw market is strong this week, according to all reports. At New York heavy sales of raw sugars have taken place. In the States it is said the normal difference between raw sugars and refined to cover cost of operating is at least 77 points; to-day the difference is only 44, which, if the above be correct, does not pay for cost of refining. Hence an advance is looked for by most dealers. Owing to these conditions the present market looks to be a safe one for the time being to buy on, and there is some reason for believing that retailers would do well to buy before advance affects prices here. However, some care should be exercised.

Marmalade season is approaching, and sugar should be in demand by the consumer; retailers should watch their own stocks and also the markets carefully. No change as yet is reported on local market.

With reference to Barbadoes raws, it is reported that the new crop is now selling at 15 cents higher than old crop, reason being that prices last year were so high that some of old stock was carried over and is now being sold off at lower price. Opening prices this year were 20 cents lower than last year, and since opening the market has declined further 35 cents.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 16
25 lb. boxes	5 36
Cartons (20 to case)	0 35
Cartons (50 to case)	0 15
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—News from California says that the fruit market is firm on the coast, and stocks are rapidly being cleaned up. Apricots are claimed to be about exhausted, and what stocks are left unsold do not amount to anything. Business in dried peaches is good, and an advance in the near future is a possibility. On the present basis dried peaches are considered to be the best buy in the dried fruit market.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 15½	0 16½
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10½	0 11½
Orange	0 11½	0 12
Citron	....	0 16½
Currants—		
Filiatras, per lb.	....	0 06½
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates, per bag	0 07½	0 08½
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11¼
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 06	0 07
Comadre figs, in taps, per lb.	....	0 05
Prunes—		
30-40s Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	....	0 12½
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¾
90-100s, 50 lb. boxes	....	0 07¾
25 lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¼
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 09½
25 lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06¼	0 07
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10¾	0 11
Seedless, 12 oz. packets	0 08	0 08½

SYRUP AND MOLASSES.—There are some opinions expressed to the effect that an advance in the prices of corn syrups soon is not at all improbable. The reason principally given is that apples are at a high value now, and butter is not low, and these are two foods that are often replaced by syrups. In addition to this the demand for syrups at the present is very strong, and lots of stuff is reported to be passing out; hence dealers believe that rise in price may result.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 80
5 lb. tins, 1 doz. in case	2 85
10 lb. tins, ½ doz. in case	2 75
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 45
Pails, 25 lbs. each	1 35
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 28
West Indies, half barrels	.... 0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 48 0 50
Maple Syrup—Compound—	
Gallons, 6 to case	.... 4 80
½ gals., 12 to case	.... 5 40
¼ gals., 24 to case	4 80 5 40
Pints, 24 to case	2 70 3 00
Maple Syrup—Pure—	
5 gallon cans, 1 to case	.... 1 25
Gallons, 6 to case	6 60 8 00
½ gallons, 12 to case	.... 7 25
Quarts, 24 to case	7 25 8 40
Pints, 24 to case	.... 4 70
Maple Sugar—	
Pure, per lb.	0 14 0 15
Maple Cream Sugar—	
24 twin bars	.... 1 80
40 and 48 twin bars	.... 3 00
Maple butter, lb. tins, dozen	.... 1 80

COFFEE.—Demand for coffee keeps up well, and market remains firm. By all reports coffee appears to be growing

in favor among Canadians, as large sales are reported by more than one wholesale house.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

NUTS.—Quiet, though steady business keeps up in this market, buying being mostly from confectioners. Supplies are, of course, steadily growing smaller. Light offerings in almonds are reported. Brazil nuts are geting into small compass, and market remains firm.

	Per lb.	
In shell—		
Almonds, Tarragona, new	0 18	0 18½
Brazils, medium	0 21	0 22
Brazils, large, washed	0 23	0 24
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 45	0 48
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 38	0 40

DRIED VEGETABLES.—Market in dried vegetables this week is reported much stronger, especially in beans, in which higher prices are quoted by some, as high as even $2.40 being price asked by some for Canadian extra H.P. beans. This is due, some say, to fact that demand is steady, while, of course, supplies are not being replenished.

	Per bushel.	
Beans—		
Canadian primes	1 90	2 10
Canadian, extra H. P.	2 10	2 50
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07½	0 08
Peas, Canadian, per bush.	2 00	2 25
Peas, green, imported, bush.	....	2 40

SPICES—

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	....	0 12—0 15
Cinnamon, whole	....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	....	0 25—0 35
Cloves, whole	....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 32—0 34
Curry powder	....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	....	0 22—0 25
Ginger, African, ground	....	....—0 16
Mace	....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	....	....—0 50
Pastry spice	....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	....	0 26—0 28
Pickling spice	....	....—0 15
Tumeric	....	0 25—0 35

RICE AND TAPIOCA.—

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05
Flake	....	0 09½

OLIVES.—There is reason to believe from the reports of local importers that olives will be scarce this year. It is said that the big crop expected did not turn out as well as was looked for, and some say that many districts will not have more than a half crop. In addition to this, it is found that those sorting the fruit in the olive-growing districts come across a lot of fruit not up to the proper standard, due to the fact that it ripened too fast. This causes considerable trouble in sorting as well as loss from discarded fruit. In the primary markets, moreover, reports say that olives have advanced 10 per cent. since December last, and the tendency is for still higher prices.

If all information to hand is correct, grocers should try to lay in their stocks before prices of wholesalers follow the present upward trend.

CANNED GOODS.

TORONTO.—Canned goods continue to pass out well, and demand is on the increase. Salmon being lower than last year, is commanding greater sale. Canned corn is reported as being scarce. It is said that last year was not a good one for corn, and not so much was packed. As this is always a popular canned product, demand is not at all slack, and stocks are rapidly being depleted.

FRUITS.

Apples—	
3's, Standard	1 07½
3's Preserved	1 50
Gals., Standard	3 02½
Gals., Preserved	4 05
Blueberries—	
2's (Huckleberries) standard	1 50
2's (Huckleberries) preserved	1 80
Gals. (Huckleberries) standard	6 55
2's Black Cherries, pitted H.S.	1 95
2's Black Cherries, not pitted H.S.	1 55
2's Red, Ptd, Cherries, H.S.	1 95
2's Not Ptd., Red Cherries, H.S.	1 55
Gals., Ptd., Cherries	8 55
Gals., Not Ptd., Cherries	8 05
2's Cherries, White, Not Ptd., H.S.	1 55
2's Cherries, White Ptd., H.S.	1 95
2's Black Currants, H.S.	1 95
2's Preserved, Black Currants	2 30
Gals. Black Currants, standard	5 30
Gals. Black Currants, solid pack	8 30
2's Red Currants, H.S.	1 95
2's Red Preserved Currants	2 30
Gal. Red Currants, standard	5 30
Gals. Red Currants, solid pack	8 30
2's Gooseberries, H.S.	1 80
2's Gooseberries, Preserved	7 05
Gals. Gooseberries, standard	7 05
Gals. Gooseberries, solid pack	8 80
Grapes—	
2's, white, Niagara, preserved	1 40
Gals., white, Niagara ,standard	3 30
2's Pineapple, sliced, H.S. White Bahama	1 95
2's Pineapple, grated, H.S. White Bahama	1 50
2's Pineapple, whole, H.S. White Bahama	1 95
3's Pineapple, whole, H.S. White Bahama	2 50
2's Pineapple, sliced	2 02½
Peaches—	
2's white, heavy syrup	1 30
2½'s white, heavy syrup	1 80
3's white, heavy syrup	1 90
1½'s yellow, flats, heavy syrup	1 12½
2's yellow, heavy syrup	1 42½
2½'s yellow, heavy syrup	1 80
3's yellow, heavy syrup	1 90
3's yellow, whole, heavy syrup	1 55
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Pie fruits, assorted, gals. (add 5 per cent.)	....
Pears—	
2's Bartlett, heavy syrup	1 55
2½'s Bartlett, heavy syrup	1 80
3's Bartlett, heavy syrup	2 05
2's Flemish beauty, heavy syrup	1 50
2½'s Flemish beauty, heavy syrup	1 75
3's Flemish beauty, heavy syrup	2 00
2's Keiffers, heavy syrup	1 30
2½'s Keiffers, heavy syrup	1 55
3's Keiffers, heavy syrup	1 80
2's light syrup globe	1 12½
3's light syrup, globe	1 40
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Plums—	
2's Damson, light syrup	92½
3's Damson, light syrup	1 30
2's Damson, heavy syrup	1 00
3's Damson, heavy syrup	1 40
Gals., Damson, standard	2 80
2's egg, heavy syrup	1 10
2½'s, egg, heavy syrup	1 40
3's egg, heavy syrup	1 50
2's, green gage, light syrup	1 02½
2's green gage, heavy syrup	1 10
3's green gage, light syrup	1 40
3's, green gage, heavy syrup	1 50
Gals., green gage, standard	3 05
2's, Lombard, light syrup	92½
2½'s, Lombard, light syrup	1 10
2's, Lombard, heavy syrup	1 00
2½'s, Lombard, heavy syrup	1 30
3's, Lombard, heavy syrup	1 40
Gals., Lombard, standard	2 80
2's Rhubarb, preserved	1 55
3's Rhubarb, preserved	2 30
Gals. Rhubarb, standard	3 55
2's Strawberries, H.S.	2 17½
2's Strawberries, preserved	2 32½
Gals. Strawberries, standard	7 55
Gals. Strawberries, solid pack	9 80
Lawtonberries—	
2's Blackberries, H.S.	1 95
2's preserved	2 15
Raspberries—	
Gals. standard	7 05
2's black, H.S.	1 95
2's black, preserved	2 15
Gals., black, standard	7 05
Gals., black, solid pack	9 30
2's red, H.S.	1 95
2's red, preserved	2 15
Gals., red, standard	7 30
Gals., red, solid pack	9 30

Group B, 2½ cents less per dozen.

VEGETABLES.

Ontario and Quebec Prices.

	Group A, per doz.
2's Asparagus Tips	2 30
2's Asparagus butts	1 45
2's Beets, sliced, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Rosebud	1 30
3's Beets, sliced, Blood Red, Simcoe	1 35
3's Beets, whole, Blood Red, Simcoe	1 40
3's Beets, whole, Blood Red, Rosebud	1 55
Beans—	Group A
2's, golden wax, midget, Auto brand	1 17½
2's, golden wax	0 87½
3's, golden wax	1 25
Gallon, golden wax	3 55
2's Refugee or Valentine (green)	0 87½
3's, Refugee (green)	1 25
2's, Refugee, midget, Auto brand	1 17½
Gallons, Refugee	3 65
(Group B is 2½c doz. less in each case.)	
Beans—	
2's Crystal wax	0 97½
2's Lima	1 20
2's Red kidney	1 00
3's Cabbage	1 00
2's Carrots	1 00
3's Carrots	1 30
2's	1 40
3's	1 80
Corn—	
2's	0 95
2's fancy	1 05
Gals., on cob	4 55
Parsnips—	
2's	1 00
3's	1 20
Peas—	
2's Extra Fine Sifted, Grade 1	1 30
2's Sweet Wrinkle, Grade 2	0 90
2's Early June, Grade 3	0 87½
2's Standard, Grade 4	0 85
Gals. Sweet Wrinkle, Grade 2	4 30
Gals. Early June, Grade 3	4 15
Gals. Standards, Grade 4	4 05
Pumpkin—	
2's	0 52½
2½'s	0 75
3's	0 85
Gals.	2 30
Sauer Kraut—	
2½'s, Simcoe	0 95
3's, Simcoe	1 00
Gals. Simcoe	2 80
Spinach—	
2's Table	1 30
3's Table	1 80
Gals. Table	5 32½
Squash—	
3's	1 00
Gals.	2 80
Succotash, 2's	1 00
Tomatoes—	
2's	0 87½
2½'s	0 95
3's	1 00
Gals.	2 99½
Turnips, 3's	1 00
Salmon—	
Fraser River Sockeyes—	
1 lb. tails, dozen	1 95 2 00
1 lb. flats, dozen	2 07½ 2 12½
½ lb. flats, dozen	1 27½ 1 32½
Northern River Sockeyes, dozen	.... 1 90
Red Springs, dozen	.... 1 90
Cohoes, dozen	.... 1 45
Pinks, dozen	.... 1 00
Sardines—	
Domestic, quarters, case	3 75 3 85
French, quarters, case	14 00 16 00
Norwegian, quarters, case	8 00 11 00

MANITOBA MARKETS.

Winnipeg, Jan. 28.—Wholesalers report business as a little on the quiet side but not more than is usually the case in January. On the whole they seem well enough satisfied with the course of trade and look for a general and

healthy expansion during the year.

There are but few changes to note in prices of staple lines this week and nothing in the way of upturns or reductions can be gathered from the market gossip.

An easier feeling in prunes is reported, but prices on them were undoubtedly too high and the California prune trust has probably come to the conclusion that they will have to sell at a price that gives the buyer some chance.

SUGARS and SYRUPS.—Sugars are quiet as is usual at this season of the year. Syrups are a little more active. The consumptive demand for this commodity in the West is steadily increasing.

	Per cwt. in bbls.
Sugar, Eastern—	
Extra standard granulated	4 80
Extra ground or icing	5 30
Powdered	5 10
Lumps, hard	5 60
Montreal, yellow	4 30
Sugar, B.C.—	
xtra standard granulated	4 80
Yellow sugar, No. 1	4 40
Yellow sugar, No. 2	4 25
Yellow sugar, No. 3	4 15
Bar sugar	4 5
Icing sugar	5 15
Powdered sugar	4 95
H. P. lumps	5 65
Sugar packed in 100 lb. sacks 5c per 100 lbs. less.	
Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-1b. tins, ¼ doz. in case	2 77
Cases, 10 lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ½ doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
B. C. Cane Syrups—	
2 lb. tins, 2 doz. to case, per cs	2 85
5 lb. tins, 1 doz. to case, per cs	3 20
10 lb. tins, ½ doz. to case, per cs	3 00

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes	0 45 0 50
New Orleans	0 33 0 35
Maple Syrups—	Per case.
Imperial quarts, case 2 doz	5 20
Imperial ½ gals., 1 doz	4 75

DRIED FRUITS.—Prunes have dropped ½ cent per lb., but they may still be considered as high. All other lines steady demand moderate.

	Per lb.
Apricots—	
Extra choice	0 18½
Choice	0 18
Standard	0 17
Slab	0 15
Currants—	
Dry clean	0 07½
Washed	0 07¾
1 lb. package	0 06¾
2 lb. package	0 17¾
Dates, Hallowi, per lb.	0 07
Figs, Cooking—	
Choice, boxes	0 06¼
Half boxes	0 06½
Half bags	0 05¼
Nectarines	0 11
Prunes, in 25-lb. boxes—	
90 to 100	0 07½
80 to 90	0 08
70 to 80	0 08½
60 to 70	0 09¼
50 to 60	0 10
40 to 50	0 12
Raisins, Valencias—	
Valencia selects, 28's	1 82
Valencia selects 14's	0 94
Valencia layers, 28's	1 90
Valencia layers, 14's	0 97
Raisins, Sultanas—	
California	0 09¾
Smyrnas	0 12 0 14
Raisins, Muscatels—	
3 crown, loose, 50s	0 07¾
3 crown, loose, 25s	0 08¼
Choice seeded, package	0 09
Extra fancy seeded, package	0 10

TEAS and COFFEES.—Brazilian estimates place the current Santos crop at less than 10 million bags and the growing Santos at 8 millions. Receipts are, however, heavy and sentiment on the market evenly divided. An improved industrial situation would stiffen up coffee prices.

	Per lb.
Coffee—	
Rio, No. 5, green	0 14
Rio, roasted	0 18
Santos, green	0 18
Santos, roasted	0 21
Chicory, per lb.	0 11¼
Teas—	
China, blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, choice	0 35 0 45

BEANS.—General snowfall sufficient for sleighing will inaugurate a period of great activity in the bush where the season's work is much behind; also a much better demand for beans, syrups, etc.

Beans—	
Austrian, hand picked	**2 65**
3 lb. picker	
Peas—	
Split peas, sack, 98 lbs.	**3 85**
Whole peas, bushel	2 25
Barley—	
Pot, per sack 98 lbs.	**3 65**
Pearl, per sack 98 lbs.	**4 75**

NUTS.—Prices of nuts are likely to rule high throughout 1914. A short crop this year will probably send them skyward.

	Per lb.
In shell—	
Almonds, Tarragona	0 17
Filberts, Sicily	0 12¾
Peanuts, Jumbos, roasted	0 14
Peanuts, choice, roasted	0 11
Pecans	0 22
Walnuts, Grenoble	0 16
Walnuts, Marbot	0 13½
Shelled—	
Almonds	0 41
Walnuts	0 33
Chestnuts, per lb.	0 20 0 25

WINNIPEG.

FISH and POULTRY.—Country shipments of poultry are light and demand moderate. Coarse lake fish are for sale by pedlars but this does not much affect the regular trade.

Fish—	
Fresh whitefish, per lb.	0 08½
Halibut	0 09
Salmon	0 11
Smelts	0 10
Herring	0 06
Lake trout	0 12½
Cod fish	0 10
Cured Fish—	
Smoked goldeyes, per doz	0 50
Finnan haddies	0 08
Holland herring, keg	0 69
Labrador herring, ½ bbl.	4 25
Oysters—	
Per gallons	2 25
Large tins, 4 1-16 gals.	10 50
Poultry, Live—	
Fowls	0 08 0 10
Chickens	0 12
Turkeys	0 15
Ducks	0 12
Geese	0 12
Poultry, Dressed—	
Fowl	**0 13**
Chickens	**0 18**
Turkeys	0 20
Ducks	0 16
Geese	0 14

SASKATCHEWAN MARKETS.
(By Wire.)

Regina, Jan. 28.—The extreme cold weather of the past week has made trade somewhat brisker. Business is increasing with markets stationary and collections good. Turkeys are selling at 22c, chicken at 17c; fowl at 12c; duck at 18c; geese at 18c and fresh eggs at 40.

Produce and Provisions—		
Bacon, breakfast, per lb.	**0 21**	**0 22**
Butter, creamery, per lb.	0 30	0 34
Butter, dairy, No. 1, 26c; No. 2		0 20
Cheese, per lb.	0 16¼	0 16½
Eggs, fresh, per doz.		0 40
Lard, 3's, per case		**8 55**
Lard, 5's, per case		**8 45**
Lard, 10's, per case		**8 35**
Lard, 20's, each		2 85
Flour and Cereals—		
Cornmeal, 24s, 67¾c; 29s, $1.20-$1.25; 10-10s, $2.55-$2.75; 49s, $1.35; 98s		2 44
Flour, 24s, $2.85-$3; 49s, $2.80-$2.95; 98s	2 75	2 90
Rolled oats, 10s, $2.40; 20s, 55-56c; 40s, 99c-$1.00; 80s		1 95
Dried Fruits—		
Apricots, choice		0 17½
Currants, gulf cleaned		**0 08¼**
Figs, natural 6's		0 06¾
Evaporated apples, per lb.		0 08¼
Dried peaches, 25s		0 09
Dried peaches, choice, 25s		**0 09½**
Prunes, 70-80, 25s		**0 08¾**
Raisins, muscatels, 50s		0 07¾
Raisins, muscatels, 25s		0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.		1 25
Grape fruit, Florida		6 00
Lemons, Messina		5 00
Lemons, California		6 00
Oranges, navel	3 00	3 75
Onions, Val.	4 50	5 00
Tomatoes, Cal., case		2 75
Nuts—		
Almonds, whole	0 17¾	0 18¼
Brazil	0 18	0 21
Filberts		0 14½
Walnuts		0 19
General—		
Potatoes, per bushel		0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel		2 85
Coffee, whole, roasted, Rio		0 17
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.		5 17
Sugar, yellow, per cwt.		4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.		3 82
Corn, standard, per 2 dozen		2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches		2 91
Strawberries and raspberries		**4 20**
Tomatoes, standard, per dozen		**2 65**
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 50
Sockeye, ½s		9 90
Red springs, 1s		6 70
Cohoes, 1's, $5.50; hump back 1's		3 60

NEW BRUNSWICK MARKETS.
(By Wire.)

St. John, Jan. 28.—With exception of sugar all markets are quiet. Few changes are looked for in staples, but the firmer tone to sugar may mean an increase. The advance of 25 cents on New York raws may be reflected here as already there is a stronger tone. Molasses are easier, stocks being very plentiful and if anything, may be still lower. Pure lard has slightly advanced and the provision market generally retains strength. Eggs are a little more plentiful but there are no change in prices. Some dealers are asking 32 and 33 cents for best butter.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.		0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, domestic, per bbl.		29 00
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 29	0 32
Cheese, per lb.	0 15¾	0 16
Eggs, in case, 35c; hennery	0 45	0 50
Lard, compound, per lb.	0 11¾	0 11½
Lard, pure, per lb.	0 15¼	0 15½

NOVA SCOTIA MARKETS.
(By Wire.)

Halifax, Jan. 28,—Stock of Canadian onions held locally is very light and dearers are asking $2.50 per bag. It would cost nearly 4 cents a pound to import American onions at present time, so in all probability there will be higher prices. Raw sugars are firm, and an advance in price is not improbable.

Pure unmixed fancy Barbados molasses is now quoted at 29 cents to 30 cents per gallon in puncheons.

Yellow eye beans are to arrive, quoted at $3.75 bushel. At present time there are no available supplies on market.

Good apples are scarce. Growers do not care about taking risk of shipping owing to frost. Granulated sugar is now $4.40, and United Empire $4.30; bright yellow is $4.20.

FLOUR and CEREALS

Flour Market Still Quiet ; Mill Feeds Continue Firm

Export Business at Montreal Good — Fair Business Passing in Cereals — Some Look for Better Markets in Near Future.

No hint as yet has been given of what the Government will do in the matter of free wheat, but interest among millers is by no means dead. No person cares much to venture a guess as to what policy will be adopted but all are eagerly awaiting developments.

It would appear from the latest news from European markets that reported shortage of Australian crop is doubtful and so far has not influenced buying to any extent. Scarcely any new business, it is said, is being done in Manitoba wheat and from all appearances it would seem that Europe is buying elsewhere at lower prices than Canadian holders are willing to accept. In our last issue we published the official returns of the crop raised in Canada in 1913, which showed an out-turn of about 20,000,000 bushels in excess of the preliminary estimate and 32,000,000 bushels in excess of last year. This would go a long way to make up for reduction in Argentine surplus and so far as the world's supplies are concerned, there is plenty of wheat in sight to meet all possible requirements.

In explanation of the fact that flour made from Canadian wheat can be sold cheaper on the London and Liverpool markets than here, it is stated that the Old Country does not get the same quantities of the best flour which Canada gets. The flour sold in the British markets as Manitoba flour is not, strictly speaking, Manitoba flour, but is of a lower grade, although for all that, very good flour. It is seconds, it is stated, which are sold in the United Kingdom and thus the difference in price is accounted for on the ground of a difference in quality.

MONTREAL.

FLOUR.—Although business is not what it should be in this market there is improvement shown over last week. Orders being received at present consist principally of small quantities sufficient for actual wants, but as these are coming oftener it means the same in the end. Prices have not changed from last week.

Export business is considered fairly good.

	Small lots, in bags. per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70

Flour in cotton sacks, 10 cents per barrel more.

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—Demand locally has not been subject to change and conditions in this market may be termed seasonable with same prices ruling. Orders being received are small but come oftener.

	Per 98-lb. sack	
Cornmeal—		
Kiln dried	....	2 40
Softer grades	....	2 05
Rolled Oats—	90's in jute	
Small lots	....	2 22½
25 bags or more	....	2 12½

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

	100-lb. bbls.	
Rolled wheat—		
Small lots	....	2 85
Hominy, per 96-lb. sack	2 40	2 75

MILL FEEDS.—Local millers are booked ahead into March and it can be said that they are booked over and above amount they can turn out as orders are coming in daily for all kinds. There have been no changes in prices but this would not be at all surprising in view of present conditions.

Mill Feeds—	Car lots, per ton
Bran	22 00
Shorts	24 00
Middlings	27 00
Wheat moulee	28 00
Feed flour	32 00

TORONTO.

FLOUR.—There is little change from last week in this market although here, as in all others, there is a more hopeful spirit prevailing. There is plenty of room for improvement, however. Ontario flour trade is reported to be in a very satisfactory condition. Farmers are unwilling to sell to millers on present basis and millers are unwilling to part with holdings. Export business, however, is expected to improve by some and a few seem to think that general improvement is at hand.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 30	5 00
Second patent	4 70	4 50
Strong bakers'	4 50	4 30

Flour in cotton sacks, 10c per bbl. more.

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	4 70—4 90	4 40
90 per cent.	4 50	4 00
Straight roller	4 40	3 90
Blended flour	4 30	4 35

CEREALS.—No change in price of cereals is reported this week. Trade, however, is brisk and on the mend and some men on the Street are looking for better markets in near future. Business in rolled oats is confined mostly to home trade and export trade is not very live as it is said that British products are underselling Canadian stuff on home market, Everybody is in good spirits, however, and there is lots of stuff moving. "Things are looking very nice now," said one man on Street.

Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	3 00
Cornmeal, yellow, 98 lbs.	2 20	2 25
Graham flour, 98 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 37	2 47
Oatmeal, granulated, 98 lbs.	2 37	2 47
Peas, Canadian, boiling, bush.	2 00	2 25
Peas, Chili, boiling, per lb.	0 05	0 06
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90 lb. bags	2 15	2 20
Rolled wheat, 100 lb. bbl.	....	2 85
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Mill feeds continue very firm—"firmer than ever, if anything," was the remark made by one miller. Demand keeps up well and any lack of business being done is through shortage of supply. It is rumored that a few lots have been sold in Buffalo at $23 per ton during week, but this is not regular price. Home demand as well as U.S. is very keen.

Mill Feeds—	Car lots,	per ton.
Bran	22 00	22 50
Shorts	....	24 00
Middlings	26 50	27 00
Wheat moulee	27 00	28 00
Feed flour, per bag	....	1 50

THE RETAIL MERCHANT AND THE FIGURE "BOGIE."

(Continued from page 29.)

over 2%. When the head got these facts into his system he was more than surprised and you may be sure that he will not do it again.

It will be noted that in the foregoing, all reckoning has been done on the selling price. There are merchants who object to reckoning overhead expense and profits on the selling price, but there are no valid reasons for this stand. It is customary, in fact it is obligatory to reckon on the selling price in other matters. The percentage for overhead expense is reckoned on the selling price; it could not be reckoned in any other way. When a salesman is paid on the percentage basis, the reckoning is done on the selling price, not the cost price, of the goods he has sold. He reverses the process in reckoning profits?

Finally, I would propound this advice: Get to be sure of the percentage of gain gross profits; secondly, of your expenses, and then prove them by taking stock at regular intervals, when your trading account will show you whether your net profit works out right or not. Do this and you are on the right way to make your business a success.

FRUIT & VEGETABLES

Spies Advance 50 Cents to $1.00; Onion Market is Advancing

Red Danver Onions Advance 25 Cents at Montreal — Spanish Onions up to $4.50 in Toronto — Good Prospects for Marmalade Oranges — Cabbage and Sweet Potatoes Up.

MONTREAL.

GREEN FRUITS.—Conditions are unchanged from last week, the demand being fair, with a few price changes. Although weather has been quite severe, no difficulty is being experienced by local dealers in getting fruit in, as service has been good and plenty of cars are to be had. No. 1 Spies have jumped 50 cents a barrel. Bananas have dropped in range 25 cents; while strawberries have dropped 20 cents per quart. All other prices remain same.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 00
Baldwins, Greenings and Russets, No. 2's	....	4 50
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	7 00	6 00
Spies, No. 1	....	7 00
Spies, No. 2	....	5 00
Bananas, crate	1 75	2 00
Cape Cod cranberries, bbl.	13 00	15 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use...	....	5 50
California grapes, per keg	....	5 50
Grapefruit, Jamaica, case	4 00	4 25
Lemons—		
Extra fancy, 300 size	....	3 75
Fancy, 300 size	....	3 00
Oranges—		
Valencias, 420 size	....	4 75
Valencias, 714 size	....	5 50
Floridas, 150-176-200	....	**3 50**
Mexicans, 126-150-176-200-216-250	2 00	2 25
California navels, 126-150-176-200-216-250	2 75	3 00
Marmalade, 200 size, box	....	3 00
Pears—		
California Nellis, box	....	**4 00**
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	**4 75**
30 size	....	**4 50**
36 size	....	**4 00**
Strawberries, per quart	0 50	0 55

VEGETABLES. — Nothing that resembles a feature can be reported this week, amount of business passing being small, just sufficient to fill actual wants, while only one price change has taken place, that being in Red Danver onions, which are now quoted at $3.75 per 100 pounds, as against $3.50 quoted one week ago.

Cabbage, bbl.	....	2 50
Cabbage, per dozen	....	1 25
California celery, crate	5 75	7 50
Cucumbers, Boston, dozen	2 75	3 00
Egg plant, crate, 2 dozen	....	5 50
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	2 00
Onions—		
Spanish, per case	3 50	4 00
Spanish, half case	....	2 25
Red Danvers, 100 lb. bag	....	3 75
Shalottes, per dozen bunches	....	0 40
Peppers, green, 3½ qt. basket	....	0 90
Potatoes—		
Green Mountains and Quebecs, bag..	0 90	1 00
Potatoes, sweet, per bbl.	....	5 00
Potatoes, sweet, Jersey, hpr.	1 75	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, hothouse, per lb.	0 20	0 25
California wax beans, crate	....	6 50
California string beans, crate	....	6 50
Brussels sprouts, quart	0 25	0 30
Spinach, C.H., box	....	1 25
Spinach, C.H., barrel	....	3 00

TORONTO.

GREEN FRUITS.—Brisk trade is report of nearly all wholesalers in street. Apples are getting very scarce, and prices of Spies have seen considerable firmness during last few days. Marmalade oranges continue coming in, and outlook is for good trade in this particular line, as most report good amount of business already. Both Sevilles and Messina oranges are procurable now, although supplies of Messina are limited yet. Strawberries are easier this week, having declined to 40 and 50 cents.

Spies, hand-picked, barrel	....	5 00
Other varieties, winter apples, No. 1s....	2 50	3 00
Other varieties, winter apples, No. 2s..	2 00	2 50
Local, bbl.	**2 00**	**2 50**
IMPORTED.		
Apples, Jonathans, case, fancy, $2.75; extra	....	**3 00**
Bananas, per bunch	1 65	1 90
Cranberries, long keepers, box, $3.75; bbl.	10 50	11 50
Grapefruit, Florida, case	4 75	5 25
Grapefruit, Cuban, case	4 00	4 25
Grapes, Malaga	**7 50**	**8 00**
Grapes, hot house, lb.	**0 75**	**0 90**
Oranges—		
California navels, 126's-216's	2 75	3 00
California navels, 216's-250's	2 60	2 75
Floridas, best grades, 126's-200's	....	**3 00**
Floridas, best grades, 200's-216's-250's	....	**2 75**
Mexicans	....	**2 00**
Sevilles	....	**2 75**
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	3 50	4 00
Strawberries	0 40	0 50

VEGETABLES.—Vegetables are getting scarce on local market, and prices accordingly are firm, with advances in several lines. Cabbage is quoted at $2.75 to $3 per bbl., instead of $2.50 as last week. Sweet potatoes are scarce, and have taken a jump of 25c to $1.50 per hamper. Spanish onions cannot be obtained now under $4.50 a crate; some say reason is that last crop was very small. Ordinary large cooking onions cannot be obtained now under $3.50. Good amount of business is passing, and demand shows no signs of slackening.

Beets, Canadian, per bag	...	**1 00**
Brussels sprouts, quart	**0 25**	**0 30**
Cabbage, Ont., bbl.	2 75	3 00
Carrots, Canadian, bag	...	1 00
California celery, case	....	5 00
Parsnips	...	**1 00**
Potatoes, New Brunswick, per bag	0 95	1 05
Sweet potatoes, kiln dried, hamper	....	1 50
Mushrooms, per lb.	....	**0 75**
Onions—		
Spanish, crate	....	4 50
Large cooking, bag 100 lbs.	....	3 50
Green, doz., Canadian, 30c; U.S.	**0 60**	**0 65**
Rhubarb, per dozen	1 25	1 50
Tomatoes, hothouse, lb.	0 25	0 27
Turnips, bag	**0 40**	**0 50**

Staff Gatherings

Winnipeg, Man., Jan. 28. — National Cash Register sales agents and salesmen from all points west of the great lakes were in Winnipeg last week attending the convention of the sales organization that opened in the Fort Garry Hotel yesterday. Every National Cash Register agency in the three prairie provinces is represented, and, in addition, J. H. Patterson, president of the company, with a number of the officials from the head office at Dayton, Ohio, and J. C. Laird, Toronto, the Canadian manager, are in the city for the convention.

The proceedings of the convention opened with a series of meetings for the purpose of discussing business matters of interest to the salesmen. President Patterson delivered a lecture on the history of the business and of the work being done for the improvement of the position and health of the employes in the factory. This lecture was illustrated by kinemacolor and moving pictures, and a large number of Winnipeg business men were present as the guests of the local manager, W. E. Wright. After the lecture the guests were entertained at luncheon at 1 o'clock.

RETAIL MERCHANTS OF NAPANEE UNITE.

At a well attended meeting of the retail merchants of Napanee, Ont., held in the council chambers on Wednesday night, of last week, it was unanimously decided to form a branch of the Retail Merchants' Association of Canada, and the following officers were elected:—

President, Reeve S. C. Denison, grocer; first vice-president, A. E. Paul, stationer; second vice-president, A Chinneck, jeweler; treasurer, W. H. Boyle, hardware; secretary, Councillor Mark Graham, men's wear. Among the different subjects discussed were:—The proposed Fire Marshall Bill; the proposed Workmens' Compensation Bill; the inspections of weights and measures; the making of false advertising a criminal offence; the Business Assessment Act; freight cartage charges and also the credit reporting department of the association. The meetings lasted till 11 p.m. The merchants think that with a live man like Grocer Denison as president, the success of the association is already assured.

FISH AND OYSTERS

Fish Markets Generally Firm; Stormy Weather in the East

Better Trade Expected at Montreal and Toronto — Small Catches in Nova Scotia — Herrings Advance 30 and 50 Cents.

MONTREAL.

FISH.—Market is fairly active and with the approaching Lenten period busy time is expected for fish business. As consequence, prices are firmer all round and some notable advances have taken place in some lines of cured and frozen fish put up by Eastern producers. We may mention haddock steak, cod, herrings and all by-products which are haddies, kippers and bloaters. Reports are that fishing is pretty well over around Canso district, but by end of this month haddock and cod fishing will open up again on the south shores of Nova Scotia and, weather being suitable, large supplies might be available later on.

Regarding frozen herrings, there is evidently a shortage in market at present but indications are that more are on the way from fishing grounds. It is notable that while frozen herrings are going up in price, pickled ones are easier. It was predicted that for Lenten season, when lots of fish are going into consumption, pickled herrings should be on the short list. All calculations have been disappointing as supplies are much larger than expected.

Salt codfish market is comparatively quiet, taking into consideration that we are only about three weeks from Lent. Supplies though are ample to cope with the demand. It should be noted that green codfish and all its substitutes are every year less and less in demand. But in its prepared state such as stripped, dried and boneless, market has a tendency to favor them more in that style. State of market regarding lake and western fish is about same as in last report. Fish is not accumulating in too large quantities on lakes and amount of halibut, particularly on Pacific coast, is quite ample for needs. Salt eels are reported scarce and price a trifle higher. Plenty of B.C. and Labrador salmon.

Trade in bulk and shell oysters is relatively quiet. This trade is now in yearly declining period though demand is holding better than in former years. Owing to cold weather supplies of bulk have not been so easy to procure lately. Prices have been a little firmer. Stocks of Malpeque oysters are pretty well exhausted. This year they have not kept as well as previously due to fact that having had particularly warm autumn the waters where they were fished had not cooled sufficiently to assure keeping qualities.

TORONTO.

FISH AND OYSTERS.—Market is firm this week and good business reported last week continues. It is expected by dealers that trade will continue to improve from now on till end of March. Frozen trout are reported to be scarce on local market but sea salmon is taking place of trout and preventing scarcity being felt. Some advances have taken place this week, most notable of which is in frozen herrings which appear to be scarce and have advanced 50 cents per 50 lbs. Lobsters remain firm and oysters show no deficiency in supply. Better tone in market altogether.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .06	$ .08
Haddies, 15-lb. and 30-lb. boxes, per lb.	.08	.10
Haddies, fillets, per lb.	.11	.12
Haddies, Niobe boneless, per lb.	.08½	.10
Yar. Bloaters, 60 in box	1.20	1.20
St. John's bloaters, 100 in box	1.20	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.20	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40	1.40	....
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	....

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	....
Salmon—Gaspe, medium and small, per lb.	.14-.15	....
Salmon, red—steel heads, per lb.	.12-.13	.14
Salmon, red—sockeyes, per lb.	.10-.11	.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.11
Salmon, pale qualla, dressed, per lb.	.07½-.08	.08-.09
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb. per 100 count	2.00	2.50
Herrings, large, 85 lb. per 100 count	2.25	2.75
Sword fish, whole chunks, per lb.	.08-.09	....
Haddock, medium and large, per lb.	.05-.05½	.05
Market codfish, per lb.	.04½-.05	.07
Steak codfish, per lb.	.06-.07	....
Pollock, per lb.	.04	.04½
Tommy cods, per bbl.	2.00	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.16	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.12-.13	....
Sea trout, per lb.	.10-.11	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tulibees, per lb.	.06-.06½	.08
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.07
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	5.75	5.75
Herrings, Labrador, half bbls.	3.25	3.25
Herrings, Nova Scotia, bbls.	5.50	....
Herrings, Nova Scotia, half bbls.	3.00	....
Lake trout, half bbls.	7.00	8.00
Quebec sardines, bbls.	5.50	....
Quebec sardines, half bbls.	3.00	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.08	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	....
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	10.00	....
No. 1 green cod, medium, bbl.	9.50	....
No. 1 green cod, small, bbl.	8.00	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.07½	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	....
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.08	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gollon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.25	.45
Boiled lobsters, medium and large, per lb.	.26	....

HALIFAX, N.S.

FISH.—Only small catches of fresh fish were landed here this week. Supply, however, was sufficient to meet demand. There is no halibut offering and few smelts. Cod and haddock have principal call.

There is not much doing in the salt fish lines. Shipments to foreign ports have been unusually small.

ST. JOHN, N.B.

FISH.—Fish market is not at all encouraging to local dealers as stocks are limited and weather being very stormy with high winds and cold, prospects for present are none too bright. Prices remain unchanged for most part. Kennebecasis and St. John rivers both being frozen over are affording good fishing grounds for smelt, gaspereaux, and hake which are popular sellers. There has been good run of smelt both locally and from along North Shore points.

PRODUCE & PROVISIONS

New Laid Eggs Now Steady; Butter Easier at Toronto

Larger Demand for New Laid Eggs Keeps Market Firm—Montreal Ships Butter to West — Cheese Inclined to be Firm — Another Big Shipment of New Zealand Butter on the Way to Canada.

While things are quiet on local market, fair amount of business is being done, and there are no complaints. There is on every hand more healthy, cheerful and hopeful feeling than has obtained for some weeks. According to most men on street, prospects are for considerably larger business. Growing demand tends to make new-laid eggs firmer. Recent shipments of New Zealand butter are causing a little discussion. Some say that importations will not affect eastern markets to any extent, while others say they will. One dealer gave his opinion that butter would not be easier for some time, as the season is approaching when many cows go dry before coming in fresh again. Others claim that if shipments of New Zealand butter continue—and there is now another big shipment on the way—they will result in lower prices in eastern provinces in spite of all arguments to contrary. Fresh-made butter is coming in fairly freely just now.

At meeting of Toronto Produce Exchange this week market was reported quiet and unchanged. Offerings were as follows:—

BUTTER.—Creamery, 25-56 box solids, 27c, not sold; 25-56 box solids, 26¾c, not sold; 14-60 box fresh prints, 31c, bid 30c.

EGGS.—50 cases U. S. storage, April, 33c, bid 32½c; 25 cases U. S. storage, April, 32½c, not sold; 50 cases U. S. new-laids, 38c, 10 sold; 25 Can. new-laids, candled, 42c, bid 39c; 25 cases U. S. storage, 33c, sold.

CHEESE.—100 box Twins, October and November, parf., 14¼c, not sold; 25 box large June, 14⅛c, sold.

MONTREAL.

PROVISIONS.—Conditions on local market are unchanged from last week, demand being only sufficient to fill actual wants, with same prices in effect. Business passing, however, has been stimulated to a certain extent by lumber camp business, which is starting to come in, pork and cured meats being favorites. Demand for smoked meats is not very brisk, as consumption falls off to a marked degree at this season. Demand for lard is fairly good. Market for dressed hogs is firm at $14 per 100 pounds for abattoir fresh-killed stock.

Hams—		**Per lb.**
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 90-100 lbs.	....	0 14½
Flanks, bone in, no. smoked	....	0 15½
Barrelled Pork—		**Per bbl.**
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	27 50
Clear pork	....	26 50
Lard, Pure—		**Per lb.**
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—		**Per cwt.**
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	....	14 00
Dressed, country	12 50	13 25

BUTTER.—Volume of business passing at present is considered quite seasonable, with same prices still in effect. Shipments to North-West have been reported during week, and if these keep up an increase in price is almost assured, as stocks on hand are none too large to fill requirements, and local holders are a little anxious as to length of time present stocks will hold out. On the other hand, the arrival of the big New Zealand shipment reported on the way to Vancouver may have the opposite effect.

Creamery—		
Cold storage, good	....	0 27
Choice	....	0 31
September-October	....	0 29
Dairy butter	0 24	0 27

EGGS.—Supplies of new-laids have dropped off little owing to stormy weather, but, as stocks on hand had accumulated somewhat, present situation is quite easy in this line. However, same cannot be said as regards storage stocks, as local dealers are now depending entirely on United States centres for their supplies, as local storage stocks are completely exhausted. This situation will not be improved until supplies of new-laids are sufficient to fill all requirements. Same prices are ruling as were quoted last week.

Eggs, case lots—	**Per**	**dozen.**
New laids	0 42	0 45
Selects	....	0 40
No. 1's	....	0 35
No. 2's	....	0 28
Splits	....	0 25

CHEESE.—Demand in this market is quite steady, although rather quiet. Lately there has been quite an inquiry for strong cheese, and increased sales are showing in this line. Same prices rule.

Cheese—		
Old specials, per lb.	0 16	0 17
September and October	0 13½	0 14
November, per lb.	0 12½	0 13
Stilton	....	0 17

HONEY.—Usual quiet demand is still going on for small quantities, sufficient to fill actual wants, with stocks more than ample to fill requirements. Prices remain unchanged.

	White Clover	Buckwheat
Honey—	per lb.	per lb.
Barrels	0 12	0 09
Tins, 60 lbs.	0 12¼	0 09½
Tins, 30 lbs.	0 12½	0 09¾
Comb, 13-14 oz. section	0 20	0 15—0 16
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.—There is no improvement shown in this market over last week, and, as stated then, present stocks are very light. Demand is more than can be accommodated, although prices quoted last week are still ruling. One local merchant stated to-day that present prices were low when conditions were taken into consideration.

POULTRY.

Fresh stock—	Live.	Dressed.
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 16—0 18	....—0 20
Fowl	0 12—0 13	0 15—0 16
Geese	0 11—0 13	0 14—0 15
Turkeys, spring	....—0 15	0 20—0 22
Turkeys, old Tom	0 15—0 16	....—0 18

TORONTO.

PROVISIONS.—Good business in provisions is reported this week on local market. Owing to extreme high prices of beef just now, larger business is being done in pork products, as they are comparatively cheaper than beef. If this state of affairs continues a substantial advance in prices of provisions may be looked for within next five or six months, as increased demand is certain to make itself felt. Some slight changes in lard are recorded this week.

Hams—		
Light, per lb.	0 18½	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 23	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	0 18½	0 19
Roll, per lb.	....	0 15½
Shoulders, per lb.	....	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½

Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Tins, 3 and 5 lbs., per lb.	0 15	0 15¼
Bricks, 1 lb., per lb.	0 15½	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10¼
Tubs, 60 lbs., per lb.	0 10¼	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
F. O. R., live, per cwt.	8 50	8 75
Live, fed and watered, per cwt.	9 00	9 25
Dressed, per cwt.	12 25	13 00

BUTTER.—Heavy receipts of dairy butter have resulted in easier prices this week. Demand for all fresh-made stuff, however, is steady, and most of all fresh butter received passes at once into consumption. Storage is not in such great demand, and there is no prospect of storage stocks being exhausted at present time. It is stated by some that receipts of New Zealand butter have affected sale of storage creamery a little, but as yet any change in market due to this cause is very slight. Dairy prints are quoted at 23 to 24 cents this week, dairy solids at 21 to 22 cents, and separator prints at 27 to 29 cents.

Butter—		
Creamery prints, fresh made	0 32	0 33
Creamery prints, storage	0 29	0 30
Creamery, solids, storage	0 27	0 28
Dairy prints, choice	0 23	0 24
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—Public's taste for new-laid eggs having been excited, demand for this article of diet is increasing, and as result prices tend to be firmer this week and slightly higher quotations are given. Storage eggs do not seem to be much easier. Some say that at this price difference of one cent is sufficient to make many people take storage in preference to new-laid, as former will serve purpose of many as well as new-laids. Latter are coming in more freely all the time, and these now really control market.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	0 40	0 42
Storage, selects	0 38	0 39
Storage, No. 1 stock	0 35	0 36
No. 2's	....	0 28
Splits	0 27	0 28

CHEESE.—Cheese is reported quite firm this week, owing to larger inquiry from cable. Old Country market is showing considerable strength, and stronger tone is noticeable. While there is no scarcity of local stocks, heavy buying is said to be taking place in some quarters, and belief is that market will continue firm.

Cheese—		
Old, large	0 15	0 15¾
Old, twins	0 15½	0 16
New, large	0 15	0 15¼
New, twins	0 15¼	0 15½

POULTRY.—Diverse opinions are given regarding state of poultry market this week, some saying demand has slacked off considerably, others saying it continues steady, particularly for fresh killed stuff. Prices, however, remain unchanged, and tendency does not seem to be for any easiness.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	....—0 15	0 16—0 18
Fowl	0 11—0 13	0 14—0 16
Chicken, lb.	0 12—0 14	0 16—0 18
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

HONEY.—"Honey is dead, absolutely dead," was answer to inquiry of writer by one dealer on the street. Lots of honey is to be had on market, and, while no change is reported in prices, market is easy, and decline is not improbable.

Clover, bbls., per lb.	0 09½	0 10
60, 30-lb. tins, per lb.	0 10	0 11
10, 5-lb. tins, per lb.	0 11	0 12
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 40	3 25

DECEIVING THE RETAILER.

Evidence of It Produced at Annual Meeting of Maple Syrup and Sugar Producers.

Huntingdon, Que., Jan. 28.—The annual meeting of the Maple Sugar Co-operative Agriculture Association has just been held at Huntingdon, Quebec. The association was organized a year ago, and since then the membership has been increasing. Owing to the absence of the president, M. F. Goddard, the chair was occupied by Chas. A. Fisk, of Abbotsford, P.Q. He thanked the Government in a short address for support lent the association, and announced the intention of the directors to promote further competitions amongst farmers as that held by Grimm Manufacturing Co., Montreal, last year, samples of the prize-winning syrups and sugar being on hand for examination.

Just to show the members how retailers were being deceived, a block of sugar, bearing the words, "Blank's Mixed Maple Sugar," had the first and last two words in white on a dark background, while the word "mixed" was inconspicuous in red. At first sight anyone would read it as "Blank's Maple Sugar."

Professor J. F. Snell, Macdonald College, also spoke on the matter of adulteration.

An interesting address on the maple industry in the United States was given by C. O. Ormsbee, of Montpelier, who came as a delegate from the Vermont Sugar Makers' Association.

N. B. POTATO SITUATION NOT BRIGHT.

St. John, N.B., Jan. 29.—(Special.)—Potato dealers and shippers throughout the province are wondering as to what will be the outcome of the United States embargo against Canadian tubers, which seemed to have been directed more at New Brunswick growers than elsewhere throughout the Dominion. When the duty was relieved on potatoes entering the States some months ago a market was being built, the foundation for which had been laid while the duty was on, but it was increasing to too great an extent to please dealers and shippers on the Maine border, Aroostook County farmers in particular being opposed to the invasion of American territory by the Canadian potato.

It is said that orders for hundreds of tons of fertilizer for next spring have been cancelled, as the farmers cannot see the use of planting extensively with their best market gone. In Carleton and Victoria Counties, it is said, there are about 4,000,000 bushels, and, owing to reports of abundance in Ontario and other Upper Canadian centres there seems very little hope of their being marketed.

CATALOGUES AND BOOKLETS.

An attractive booklet, entitled "The Industrial Ascendency of Nova Scotia," has recently been published by the Nova Scotia branch of the Canadian Manufacturers' Association. This volume is a picture story of the principal manufactories in Nova Scotia, showing the plants of many of the important manufacturers in that province. Among these are observed the following:—Moirs, Limited, Halifax, confectionery; Acadia Sugar Refining Co., Limited, Halifax; Jno. P. Mott, Dartmouth, chocolate, cocoa, spices, etc.; Borden Milk Co., Limited, Truro. References were also made to these firms, as well as others, regarding size of plants, founders, etc. Among the latter are mentioned G. J. Hamilton & Sons, Pictou, biscuits and confectionery; Annapolis Valley Cider Co., Bridgetown, and M. W. Graves & Co., cider and vinegar, also of Bridgetown.

FINED FOR NOT CLOSING EARLY.

The test case brought by certain London, Ont., grocers against early closing was decided against the defendants and each were fined the minimum—one dollar and costs.

On the question of the "side lines," the magistrate's ruling is that in the instance of meats and fruits being sold as well as groceries in the same building, and where the groceries are the principal trade, then all must close. Where the principal trade is that of a butcher or fruit vendor then that portion of the store where the grocery department is handled will have to be closed during the restricted hours.

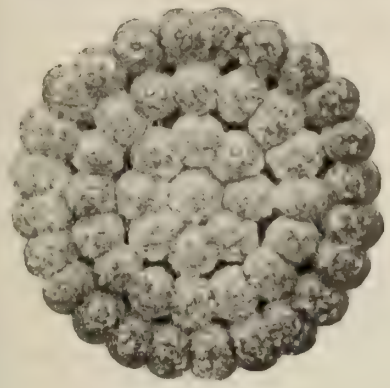
In passing on the three test cases the magistrate found that grocery was the principal trade in each instance, and, therefore, found the defendants guilty. The latter say the case will be appealed.

YOUR REPUTATION

Counts for a great deal, as far as building up your business is concerned, but you need not worry yourself about your reputation if you handle a line that has proven itself satisfactory to buyers in all parts of the world—simply on

QUALITY

Therefore, if you are buying an imported line of Biscuits, we strongly recommend you to stock



Reading Shortbread



Breakfast

HUNTLEY & PALMERS

LONDON, ENGLAND

Carefully packed.

No broken biscuits.

There is a profit in imported biscuits.

Order sample quantity from our nearest distributor.

Ask for samples.



Puff Sandwich

A few leading lines:

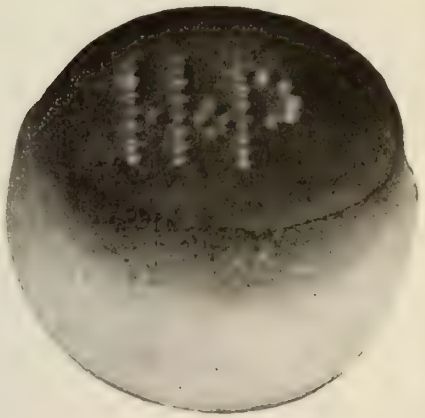
Shortcake, Chocolate Assorted, Buttercake, Puff Sandwich, Tea Rusks, Oriental Creams, Dinner, Coronation, Cinderella, Assorted Shortbread



Good Luck

Stocks carried by the following distributors:

JOHN TOBIN & CO., Ltd., Halifax, N.S.
PUDDINGTON, WETMORE, MORRISON, Ltd., St. John, N.B.
FENWICK, HENDRY & CO., Kingston.
RISHORS, Ltd., Peterboro.
ED. ADAMS & CO., Ltd., London.
F. FEARMAN, Hamilton.
REVILLON WHOLESALE, Ltd., Edmonton, Alberta.



Nursery

AGENTS:

McLaren Imperial Cheese Co., Limited

Toronto and Calgary

57 H-E-I-N-Z 57

This Is the Day of Service

YOU aim to serve your customers by making it easy for them to get what they want in your store.

We aim to serve *you* by creating a strong consumer demand for the 57 Varieties and then helping you to bring that demand to *your store.*

To that end we maintain the Heinz Grocers' Service Department. Ask our salesman how we can increase your sales of Heinz Pure Food Products or write us direct.

H. J. HEINZ COMPANY
PURE FOOD PRODUCTS
PITTSBURGH, U. S. A.

57 H-E-I-N-Z 57

Those Who Know
Cane's Washboards
Always Specify Them

Because They are Right in Price and Give the Best Service

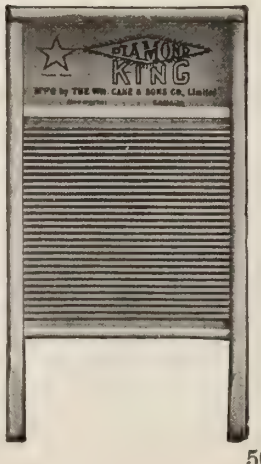
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and **pay an attractive profit.**

Among the 13 different styles and grades you will have one to **meet every demand.**

If you haven't our catalog on **"Cane's" Wash-day Woodenware,** we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.





QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 65
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1, 1 lb., 4 doz.	$ 2 25
No. 1, 1 lb., 2 doz.	2 25
No. 3, 2½ oz., 4 doz.	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 65
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 18
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

ROYAL



BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE



For rush orders we are right on the spot

Our six large warehouses situated at the central Western distributing points enable us to make immediate shipments. No delays and no long waits for the customer. Moreover, the service of our highly efficient sales force, who call daily on the trade throughout the Canadian West, gives an opportunity unequalled to Manufacturers, Producers and Importers to have their respective lines properly introduced and placed on the market of this vast and profitable country.

There's money in the West and your goods are wanted. Write for terms and particulars. Do it now.

Nicholson & Bain, Wholesale Commission Merchants and Brokers Winnipeg, Man.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE



DON'T GUESS

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS: Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.



EVERYTHING about **Wonderful Soap** will show you that it is the Wash-day Wonder Soap. The friend of the household.

The packing, the make-up and the quick sales have made it the friend of the grocer.

Wonderful Soap is a moderate-priced soap of high-grade quality, and a good profit attached to it for you.

The kind of soap it pays to keep—the satisfactory kind.

Write us and get our special quotations. They are as wonderful as the Soap.

The Guelph Soap Co.

GUELPH - ONT.

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½ and ¼-lb. cakes, 5-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

	Per case
Preserved—	
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

California Celery and Cauliflower

Two Cars Weekly

Buy your stock from us and get fresh goods all the time.

Marmalade Oranges

This week the finest in the market

Sizes

160s and 200s

New Florida Cabbage

First car this season

White & Co., Limited

TORONTO and HAMILTON

FRESH ARRIVALS

THIS WEEK

ONE CAR EXTRA FANCY CALIFORNIA CELERY

ONE CAR EXTRA FANCY CALIFORNIA NAVELS

(Celebrated "Golden Orange" Brand)

ONE CAR EXTRA FANCY LEMONS (Buster Browns)

ONE CAR EXTRA FANCY SEVILLE (Marmalade) ORANGES

ONE CAR SPANISH ONIONS (Large Cases)

ONE CAR DOMESTIC ONIONS (Yellow Globes)

In 100 lb. bags

All of Finest Quality. Prices Right

HUGH WALKER & SON

NORTH BAY, ONT. GUELPH, ONT.

LARD

For a starter in the new year we would suggest buying Lard and first Simon Pure "Star Brand" Lard, put up by Fearman of Hamilton. Have you had our one-pound cartons? If not, it is time you began. They are neat, handy and clean.

F. W. FEARMAN CO., Limited

Hamilton, Ont.

UPTON'S 1914 ORANGE MARMALADE

now ready.

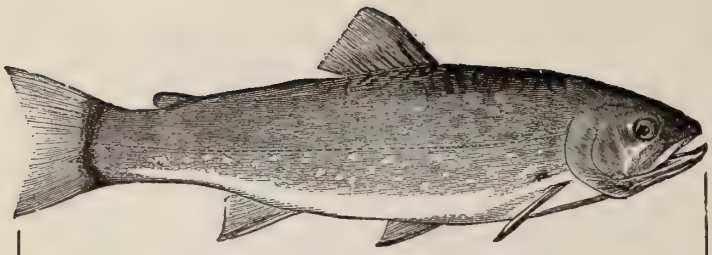
Order at once from your jobber, and if he cannot supply you,—then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO. Limited

Hamilton, Ontario

Sales Dept. at St. Catharines.



A Fish 5 Minutes From the Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods**. The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

¼ Oil Sardines	Kippered Herring
⅜ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Victoria, B.C.

5 oz. (all flavors) doz. 4 50
8 oz. (all flavors) doz. 6 50
16 oz. (all flavors) doz. 12 00
32 oz. (all flavors) doz. 22 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (2-qt. size), per doz. 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Ammonia Powder—	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—	**Per doz.**
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—	
10c cakes, boxes 2 doz.	0 90
	Per lb.
½ lb. cakes, boxes 6 lbs.	0 32
Cocoa—	**Per doz.**
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—	**Per lb.**
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—	**Per doz.**
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	46 00
Flour—Potato—	**Per doz.**
Cases 2 doz.	1 20
Icings, Prepared—	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.L.—	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90
	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—	**Per doz.**
Cases 2 and 4 dozen	0 90
Shaker Table Salt, free running.	
	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" BRANDS COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40
5c pkgs., cases 50s	1 90

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" BRAND CEYLON TEA.

	Per lb.
25c black, green or mixed, 1 lb.	0 20
25c black, green or mixed, ½ lb.	0 21
30c black, green or mixed, ½ and 1 lb. pkgs.	0 24
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
	Per case.
"Piccaninny" brand pancake and	

LAPORTE, MARTIN, LIMITED. Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case 5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork. 50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown." 100 pts., case	9 00
St. Nicholas Champenoise Corks. 50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 06½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 60½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES. BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 50

GROCERS AND TEA DEALERS Wake Up!

Your tea business is slowly and surely slipping out of your control and going into the hands of the Butcher, Baker, Confectioner and Fruit Dealer, who always sell the advertised Packet Teas.

If you must sell the Packet Tea, get your own brand that you can control. We will pack it for you. You will make more money.

Bulk Teas show a better profit. Try our famous blended Bulk Teas. Thick, Rich, Juicy Teas with strength and fine flavor. You can give better value, greater satisfaction, make more money and increase your Tea business.

EBY-BLAIN, LIMITED

Wholesale Tea and Coffee Blenders to the Trade **Cor. Front and Scott Streets, Toronto.**



COUNTER CABINET STYLE—CLOSED.

Special Notice

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

You Ought to Know at a Glance Just When Every Customer of Yours Has Reached the Limit in Credit

Introduce the Barr Account Register System into your Credit Business and you will have every purchase of every customer—Charged—"Posted" and the account totalled right to the minute.

And more than that, with every purchase a customer makes he receives his "bill" showing the full amount of his account—he knows and you know what he owes you—and just for that very reason the Barr Account Register System makes collections easier and proves the old commercial axiom: "Short Accounts Make Long Friends."

The Barr Account Register System

has proved by comparison of its many exclusive features with other account systems to be the best on the market; requires less space than others; most convenient and quicker to operate; saves bookkeeping; saves time and labor; increases the net profits; a success itself and means greater success to any merchant; built in two styles, the floor cabinet and the counter cabinet, and for any number of accounts from 100 to 1,000.
Instal the Barr System and make "1914" your best year.

Write to-day—ask for Demonstration and get more information without obligating yourself in any way.

BARR REGISTERS, LIMITED

TRENTON - ONTARIO

Great Britain—Head Offices, Dacre House, No. 5 Arundel St., Strand, London, W. C.—Factory, Birmingham, England.





Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case $4.50
Banner Condensed Milk, 4 doz. in case $5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George, Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100⅓	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens o. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE
SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI
C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, ease 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)		7½
30 lb. cases, 1 lb. pkgs.		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case	7 6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, et 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 80

Straight.

Chocolate contains 2 doz.	2 80
Vanilla contains 2 doz.	2 80
Strawberry contains 2 doz.	2 80
Lemon contains 2 doz.	2 80
Unflavored contains 2 doz.	2 80

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 50
Five cases or more	4 95

STARCH.
THE CANADA STARCH CO., LTD.
EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 60
20 lbs. Benson's Enamell (cold water), per case	1 80
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.

Owen Sound, Ontario

FREE ▼ FREE

How a postage stamp will net you $1.20

Special advertising offer to the trade throughout Canada, who handle the **John MacKay (medicated) Pot and Pearl Barley**, the standard of the world.
If you will send us the name of your wholesaler, together with one of our empty bags bearing the Highlander's head, we will send you, free of charge, one doz. cans of a high quality barley product that we are putting up.



It costs you nothing but the stamp, but when sold the goods will net you $1.20.

Don't delay—write at once.

John Mackay, Limited
Bowmanville, Ont.

For Every Day SATISFACTION

use

"ST. NICHOLAS"

"HOME GUARD"

"QUEEN CITY"

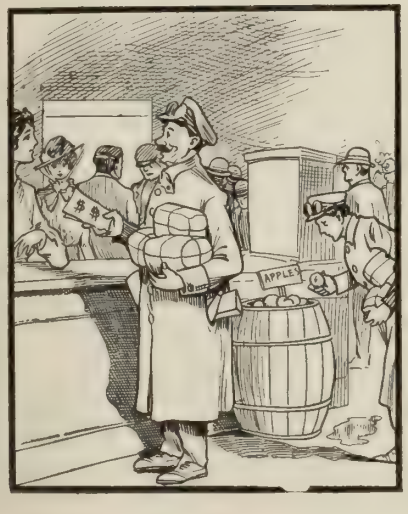
"PUCK"

They're the Best

J. J. McCABE

Agent

Toronto, Ont.



Motorist: "That Bowser 'Red Sentry' is certainly a fine addition to your store."

Clerk: "Yes, it has saved us many steps."

Motorist: "Well, it brought you my grocery trade. I find it is very convenient to get my groceries while the car is being filled."

Gee! But Motorists Are a Hungry Lot

Get them into your store to buy gasolene or cylinder oil and they won't leave before buying a lot of fruit, candies, cigars, bottled sodas, ginger ale, ginger snaps, bologna, cheese, crackers and other good things.

THE BOWSER ESTABLISHED 1885 SIGN

Will bring them in

500,000 automobiles are built and sold every year. The business is growing at a tremendous rate, and motorists have learned that a **Bowser pump means pure, clean gasolene that they can depend on.**

The Bowser System will bring you the gasolene trade in your community and for miles around.

It costs so little. It earns so much you can't hesitate.

Write now for further particulars.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue, - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.
Established 1885.

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY, EDMONTON AND LETHBRIDGE

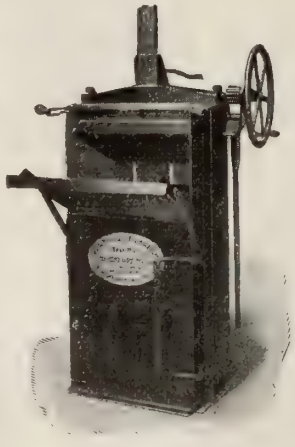
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

Don't Burn Waste Paper —Sell It For Cash!

The safe, sanitary and *profitable* way to dispose of waste paper, rags, straw, etc., is *SELLING IT FOR CASH.* This is best accomplished by storing and baling it in a

ALL STEEL Schick FIREPROOF

BALING PRESS



A Davenport Press means an end to the unsightly rubbish pile—it saves wasting space—it removes a serious fire risk—it represents a source of steady income—it soon saves its cost. The *HOW* and *WHY* are in the catalog No. 9 —ask for a copy.

Davenport Mfg. Co.
DAVENPORT, IOWA,

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containg 45 cartons, epr case 3 00
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.
THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.
PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 25
Cases of 3 doz. ½-pints.....	3 25

STOVE POLISH.
JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 50

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan.....	3 65
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser.....	1 10

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's.....	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	50
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	50
Pay Roll, 7s	50
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	50
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	30
Regal Cube Cut, 9s	70

TEAS.
THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R'tl
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.38	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 90 lb. cases.
Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 21
Orange Label, 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s	0 28
Brown Label ¼s	0 30
Green Label 1s and ½s	0 38
Red Label ½s	0 40

When you trim that special Marmalade Window back up the Oranges with

Redpath Sugar Cartons

REDPATH Extra Granulated Sugar in these handsome Sealed Cartons goes as well with the oranges in the window as in the marmalade jars. It gives life and snap to your window trim, and a new idea of purity to all who see this happy combination.

More than half a century's use throughout the country has established the reputation of REDPATH as Canada's purest and best sugar. These 2 lb. and 5 lb. Sealed Cartons, protecting its purity from Refinery to Pantry, have made REDPATH Sugar more popular than ever.

By saving time and trouble, and eliminating waste and the inevitable loss in weighing, these Cartons have made it possible for you to handle sugar more economically and profitably.

The marmalade season gives you an excellent chance to introduce REDPATH Packet Sugar to people who have not realized its many advantages. It will improve the quality of their marmalade, and the result will be increased sales for you.



Canada Sugar Refining Co., Limited

MONTREAL

—You have—

a fine profit-making proposition right within your grasp if you keep

Paterson's

Worcestershire Sauce

to the front.

Never let your stock run low.

The appetizer that has pleased thousands for years, in both the Old Country and in Canada.



ROWAT & CO.

GLASGOW. SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 235 Coristine Building, Montreal, Quebec. Ontario, Manitoba and the Northwest: F. K. Warren, Halifax, N.S. J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

ORANGE MARMALADE

BANNER BRAND.

	Shipping Price Doz.	W'ght Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	33
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R'tl
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
buckwheat flour, cases 3 doz.	3 90	
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Labell, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	70	1 00

JAMS AND JELLIES.

T. UPTON & Co.

Pure Fruit Jams—Raspberry and apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per dozen; o. 2 tins, 2 dozen in case. $1.90 per doz.; No. 5 tin pails, 9 pails in crate 37½c. per pail; No. 7 tin pails, 6 pails in crate, 57½c. per pail: No. 7 wood pails, 6 pails in crate, 52½c. per pail; 30 lb. wood pails, 7¼c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant and pineapple flavors, 9-oz. glass tumblers, 2 doz, in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-ib. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 67½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $0 90

List Price.

"Shirriff's" (all flavors), per doz... 0 80

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages 1 15



Sanitary Cans

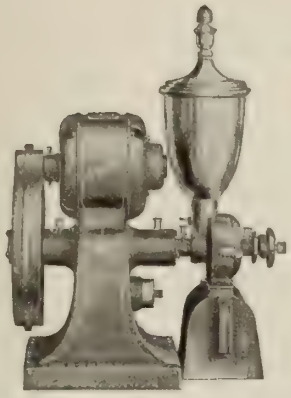
"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

HOBART ELECTRIC COFFEE MILLS are recognized the BEST in the WORLD



The accompanying cut shows a "BABY" HOBART.

It is Built Just as Well as the Largest Hobart.
It Will Last Just as Long.

It is Equipped with AUTOMATIC RELEASE, which makes it impossible to Break the Burrs or Burn out the Motor.

The MERCHANT who looks for the greatest value for the Dollar invested, INVESTIGATES. Then he buys a HOBART.

It is Better to Have a HOBART than to Wish You Had.

Send for Free Catalog.

The Hobart Manufacturing Co.
105 Church St., Toronto, Ont.

Good Day! Do you like French dishes?

You do? Good! You are not the only one who does. Your customers, too, may like to dine at home as they would in one of the famous restaurants of Paris, and without trouble or great expense. You agree? Then write

MESSRS. RAYNAL and ROQUELAURE
of CAPDENAC (AVEYRONS), FRANCE

They will send you a list of their 200 dishes, all packed in boxes and ready for serving at table.

They have revolutionized the food question in Europe.

You will probably find it to your advantage to demonstrate an early interest in a line which will soon be in demand throughout the Dominion.

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods & Co.
HAMILTON and WINNIPEG

PRUNES

HAVE AND ARE ADVANCING

The last car we advertised is all sold, but we have just placed in stock another car which we bought at a much lower figure than we could replace to-day. We intend to let our friends have the benefit of this purchase which consists of the following sizes:

40-50s, 25-lb. boxes, faced.
50-60s, 25-lb. boxes, faced.
80-90s, 25-lb. boxes, faced.
80-90s, 50-lb. boxes, unfaced.
90-100s, 25-lb. boxes, faced.
90-100s, 50-lb. boxes, unfaced.
100-120s, 50-lb. boxes, unfaced.

WHAT ELSE DO YOU NEED?
PRICES ALWAYS RIGHT.

FENWICK, HENDRY & CO.
Manufacturing
Wholesale Grocers and Importers
KINGSTON, ONTARIO, CANADA

Turkish Delight

SULTANA BRAND TURKISH DELIGHT is not just now making its bow, it has been on the market for years, and has always proven a "big take" for any merchant handling it.

No cheap material used. Everything of the highest quality, and perfect goods the result.

Both young and old like TURKISH DELIGHT.

Don't you want the Big Profit?

Oriental Produce Co., Montreal

AGENTS

J. D. Beard, 502 Huron St., Toronto; Watson & Truesdale, Winnipeg; W. H. L. Usher, 270 South St., Halifax.

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

ARCTIC

A Handsome Fixture
A Store Necessity



The Arctic Refrigerator is a unique combination of beauty and service. It is a handsomely made fixture with heavy brass hardware, as neatly finished inside as out, parts all removable, easy to clean, sanitary. The Arctic produces the maximum amount of dry, cold, circulating air for the ice it consumes. It's a money-saver.

Our handsomely illustrated Catalog is yours for the asking.

JOHN HILLOCK & CO., Limited
TORONTO, ONT.

Quebec and Maritime Provinces: WOLF, SAYER & HELLER, Montreal. Western Ontario: J. H. GALLOWAY, Hamilton.

Put "Snap" into your daily profits

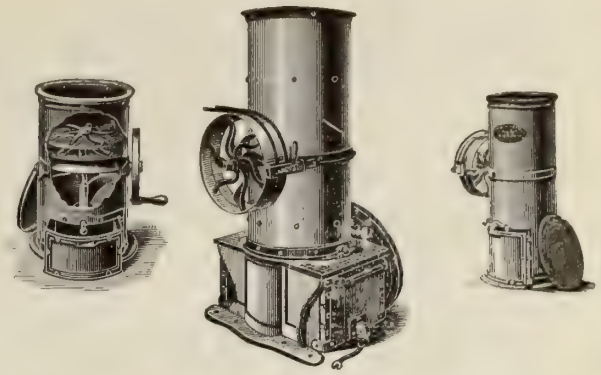
Every household in Canada is a prospective user of "Snap"—No house so refined, none so crude, but "Snap" may be used in it as a daily hand cleaner with absolute benefit. You can supply a great deal in your locality. Are you doing so?

Stock Now—Good Profits.

SNAP COMPANY, Limited

MONTREAL





Combined Sifter and Mixer

FOR ALL KINDS OF DRY POWDERS

¶ Efficient and Rapid in Action.
¶ Breaks down all lumps.
¶ Self-cleaning and emptying.
¶ Sieves interchangeable.
¶ All lubrication effected from outside.
Seven sizes for Hand or Power driving.

Grocers' Engineering & Whitmee Ltd.

COLE STREET, LONDON, S.E. ENGLAND,

Specialists in Appliances for all Grocers

Catalogue on Application

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH FROZEN FISH
SMOKED FISH SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

BENGER'S Food

Copyright Design.

For INFANTS, INVALIDS and the AGED.

GOLD MEDAL AWARDED

Health Exhibition, London, Adelaide and Melbourne.

The "LANCET" describes it as:
"Mr. Benger's admirable preparation."

The "BRITISH MEDICAL JOURNAL" says:
"Benger's Food has by its excellence established a reputation of its own."

Circulars & Showcards on application.

Benger's Food and other Preparations may be obtained through all Wholesale Houses in Canada.

BENGER'S FOOD, LIMITED,
Otter Works, MANCHESTER, Eng.

109C

Do you realize

that it's easy to run a Tobacco Department in your store, and it's a sure thing that your profit will be right if you stock and push these high-quality "Made in Canada" chewing and smoking tobaccos? Try them.

MASTER MASON
Smoking

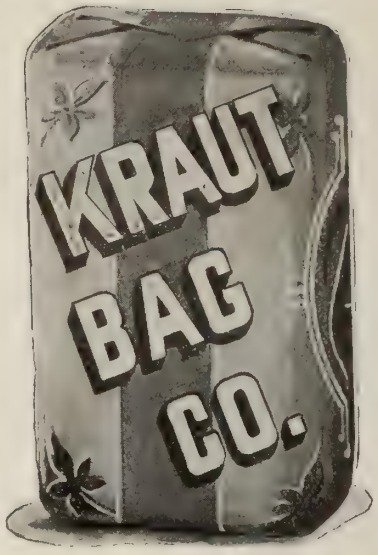
ROSE QUESNEL
Smoking

KING GEORGE NAVY
Chewing Plug

MAPLE SUGAR
Chewing Plug

Rock City Tobacco Co.,
LIMITED
QUEBEC WINNIPEG

Package your bulk teas and coffees in Fancy Paper Bags



with your name and advertisement nicely printed to your order.

This will give your store prestige and keep your teas and coffees from losing their strength and fine aroma. Constant exposure to the air deteriorates the quality of tea either in your store or in your patron's home. These bags are air-tight.

Our samples will be sent on request—send to-day.

Adolph Kraut Co.

57 Warren St. **New York**



THE TROUBLE

with most grocery stores is too many goods in proportion to sales.

One way to get around that is to specialize on better goods—to feature well-known specialties and get after the best trade. You can be sure of satisfactory profits with

LITSTER'S JELLY POWDERS
LITSTER'S PUDDINGS
LITSTER'S CUSTARDS

and other Litster lines.

Not only will these earn you more money than any other equal investment in your store, but they add tone and quality to any business.

Why not handle the best?

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LIMITED, TORONTO

Elgin Brand

Pure Pork Sausages

are favorites

When you taste Elgin Sausages, back to the farm goes the memory of the days when "dad killed the pigs" and made sausages. Elgin Brand Pure Pork Sausages are favorites because of their real old-fashioned flavor. Your trade will appreciate the fine quality and seasoning of Elgin Brand Sausages.

Send for our convenient Post Card Order Book.

We solicit your Cold Storage Consignments.

The St. Thomas Packing Co.

LIMITED

ST. THOMAS, ONT.

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese

Wholesale Branches at Windsor and London, Ont.

WRITE US FOR QUOTATIONS

The Connaught



A Princely Biscuit



Pat-a-Cake

Bourbon



Chocolate Sandwich



Ye Billiken



P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal to-day to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

Buyers' Guide

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

FRUIT PULPS

OF ALL KINDS

FRESH BITTER ORANGES and LEMONS PEELS IN BRINE.

F. KESSELL & CO. 7-8, The Approach

London Bridge, London, Eng.

It's our business

to buy supplies and materials for bakers, confectioners, etc. We can supply you with the best of anything and everything at lowest prices. We can best advise you, because we are buying all the time. Write now.

The Biscuit & Cracker Mfrs. Co.

105 Hudson St. New York City

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality Most Reasonably Priced "Quality" Cocoa. On Sale Anywhere.

FRANK L. BENEDICT & CO.

Agents Montreal

ALLISON COUPON BOOKS

When a man wants credit, give him an **Allison Coupon Book**, and have him sign form at front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



Allison Coupon Books cost but a trifle, and save what they cost many times over. You CAN run a credit business without them, of course, but you CAN'T AFFORD it. For sale by the jobbing trade everywhere. Manufactured exclusively by

ALLISON COUPON CO.,

Indianapolis, Indiana U.S.A.

COMTE'S COFFEES

Satisfaction and profits with every sale, We want more agents. Write

Augustin Comte & Co., Limited, P. O. Box 2963, MONTREAL

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish trade.

HOLLAND RUSK

The most delicious, nourishing food you can offer your customers, and it means a liberal profit to you. Order a case from jobber to-day.

HOLLAND RUSK COMPANY

HOLLAND. MICH.



You can talk across the continent for two cents per word with a WANT AD. in this paper.

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case

Bee Brand

Jellies
Starch
Borax

Quality and attractive appearance are selling the Bee Brand Specialties. Try them. These busy Bees will gather trade and build up your profits. Satisfaction guaranteed.

Send for samples.

FORBES & NADEAU, Montreal, Que.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c, for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

NOVA SCOTIA — COLLECTIONS MADE throughout Province. Owen and Owen, barristers, Annapolis Royal.

BUSINESS CHANCES

GROCERY BUSINESS, BERLIN, ONT. — Death of owner compels quick sale of stock, fixtures, etc., of fine business in first-class running order. No better location in city. Write E. B. Betzner, Berlin, Ont.

SITUATION WANTED

TEA SALESMAN DESIRES POSITION WITH wholesale or broker's establishment. Twenty years' experience, nine years with present firm. Excellent references. Box 37, Canadian Grocer.

WANTED

MANUFACTURERS OF PRESERVED PROvisions, meats, fish, game, soups, etc., 50 years' reputation, requires live agents in all parts of Canada. Only sound men who can introduce business need apply. Box 112, Canadian Grocer, 88 Fleet St., London, England.

You can talk across the Continent for two cents per word with a want ad. in this paper.

The Ideas That Create.

Why Business Men Are Big

The series of family sketches, running in MacLean's Magazine, are constructive timbers for the aspiring man to-day. If you have read the charming stories of the Oslers, the Denisons, the Bordens, the Allans, the Molsons, the Merediths, or the Prices, you will want to see in the February Number how the Gooderham qualities, laid by the Canadian founder of the family, have made and influenced the course of their subsequent business growth.

These descriptions are entertainingly written. The facts are obtained by a close personal study by the writers. The descriptions are not a fulsome screed on family virtues. They dip into and examine, commend or condemn as the point in question best appeals to good judgment. They take the reader for a pleasant biographical jaunt with the bypaths and lanes of personal endeavor and struggle, and point out to him the forces that contribute powerfully to the uplift of various members of the business or professional world.

The character sketches of Canadian people are masterpieces. You read in the January issue the meteoric rise of McCurdy, M.P., of Nova Scotia; The Poise of a Fraser,—Canada's Auditor General, a Conservative Liberal, in Blackadar of Halifax; or Culture in Professional Life—a sketch of J. Murray Clark, K.C.

In February, the enthusiasm that has made Wm. McMaster the latest addition to the directorate of the Bank of Montreal will attract and hold.

This series by Frederic W. Wile, Berlin correspondent of the London Daily Mail, on the great business and professional men of Germany, is alone worth any business man's attention. Von Tirpitz—the builder of the German Navy, in the January issue is followed by Von Bieberstein, the man who inspired the famous Kruger telegram in the February number.

The REVIEW OF REVIEWS section of the magazine culls gold from the literary wash of every country and interest. This alone is invaluable.

From four to six short stories. A humorous serial by Canon Hannay, and plenty of illustrations, conclude the attractions of an excellent magazine for busy Canadian men and women.

If you are not already a reader of MacLean's Magazine, we can commence your subscription with this issue. Send your name and address on a post card and have your copy sent at once.

Single copies 20c. *For one year $2.00.*

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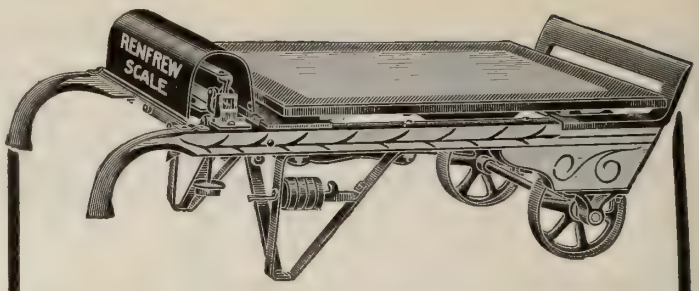
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Here is a scale you can wheel around and weigh goods anywhere you please. Weighs accurately, even if floor or ground is uneven.

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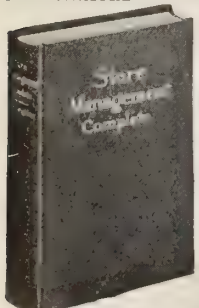
This is a line especially prepared for fine table use, and as such is fast growing an enviable reputation. Your smallest order will get prompt, careful attention.

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STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



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A Companion book to **Retail Advertising Complete**
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By Special Royal Permission.

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Medical science tells us that the sardine supplies an excellent proportion of nitrogenous material — a body builder and brain food.

This, together with the fact that

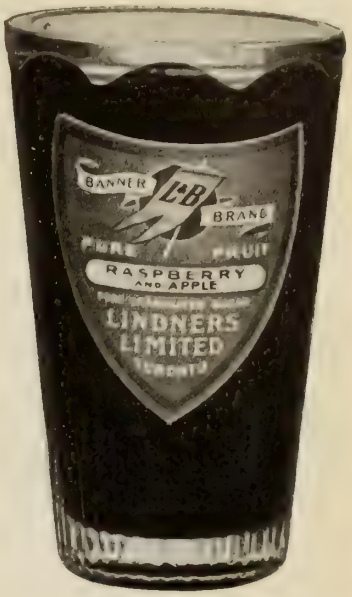
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are packed in pure Olive oil makes them a most desirable food.

Recommend "King Oscar" Brand Sardines, they will make for more business and better profits.

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Sell BANNER L&B BRAND Marmalade put up in tumblers



The Marmalade season is here—a big demand is assured, especially so if you sell the Marmalade in the tumbler container.
The continuous demand for the L. & B. Pure Fruit Jam in these, our original containers, is most exceptional, and the demand for marmalade will be equally as large.

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The absolute purity and deliciousness of L. & B. Banner Brand Marmalade will appeal to your patrons.
Made from the choicest ripe Seville oranges and pure cane sugar, with the same care and cleanliness that typifies all Banner Brand Fruit Products.

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Small's Maple Syrup

Established 86 Years **Registered 1891**





Small's Maple Sugar in every single instance has stood Government test for past eighty-six years. In last Government Bulletin of 1913, a number of samples of Small's Maple Syrup was pronounced below standard. This proud brand would bow head in shame only that it's in good company. Take note, in Bulletin No. 228, Government report on 456 samples of Maple Syrup, as gathered direct from the tree at different points in country, thirty-one of same fell below standard; further note, said thirty-one were especially mentioned as being made with care. It is a strange fact that Maple Syrup, unlike most foods, is condemned, not for impurities found so much as for lack of impurities. There is vast difference, however, in syrup falling below, due to care and refining, compared with syrups adulterated with cheaper sugars. We mention the above to impress dealer with the fact that, to be absolutely safe, he should handle only such brands as have been tested under a seal and bear warranty on each individual package or block. Since regulations came in force the Maple Exchange has tested its entire pack, sealing each individual package of syrup with strip bearing the following words: "Tested and labelled to conform with Canadian Inland Revenue Food Standard, guaranteed in sealed packages only." Small's sugar bears the following words, imprinted on bottom of each block: "Small's Genuine Pure Standard Maple Sugar, Canada Maple Exchange, Montreal."

Canada Maple Exchange, Limited, Montreal

Agencies in New York and Manchester, England

Stock carried at Toronto, Port Arthur, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver.

Business Development

¶ Do you ever feel that your present occupation prevents the development of your business talent?

¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

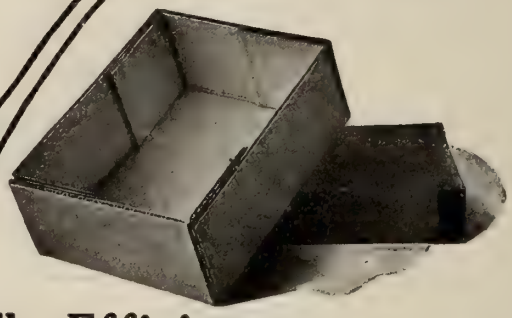
¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

T&N



Saves 37%



The Efficiency Engineers' Report

"Your shipping department is costing you at the rate of $8,400.00 a year more than it should. In the first place you are using 50,000 wooden boxes at an initial cost of $9,000, whereas corrugated boxes cost you only $4,500. Each wooden box weighs 10 pounds more than corrugated containers you would use for the same quantity of goods, therefore, as you pay freight charges, you are paying $2,000 too much every year. You use ten times more floor space with wooden than is necessary with corrugated boxes. Your year's supply of wooden boxes will occupy 10,500 Sq. Ft., while a year's supply of corrugated containers would take up only 1,050 Sq. Ft., which, at a cost of 20c a sq. ft., would give you a net saving of approximately $1,900 per year.

You can readily see that you are needlessly spending a total of $8,400 every year, almost 37%. You are losing money to that extent without figuring that the T. and N. Corrugated Boxes save almost one-half the shipper's time.

The high-salaried efficiency engineer is often called in to point out leakages in large corporations and his is a mission well worth while, for his services often save firms thousands of dollars a year. Let us be your efficiency man, our services cost you nothing and we can save you many thousands of dollars right in your shipping department alone. Fill in the coupon below—Write to-day and let us explain. We pay forwarding charges on samples both ways.

The Thompson & Norris Co. of Canada, Limited
NIAGARA FALLS, ONTARIO
Brooklyn, N.Y.; Boston, Mass.; Brookville, Ind.; London, England; Jülich, Germany.

Write to-day for full particulars.

The Thompson & Norris Co. of Canada, Limited
Niagara Falls, Ontario.

Send full particulars

Name .....

Address.....
C.G.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 66
Anglo-B.C. Packing Co., Ltd. 11

B

Balfour-Smye & Co. 14
Barr Register Co. 55
Beauchamp, Claude 19
Benedict, F. L. 66
Benger's Food 63
Bickle, J. W., & Greening.. 68
Borden Milk Co. 17
Bovril Co. 4
Bowser & Co., S. F. 57
Brantford Cold Storage Co... 18
Brown & Polson 17
Brantford Showall Window Fitting Co. 8
Breault, Gill & Co. 68
Biscuit & Cracker Mfrs. Co. 66

C

Campbell Brokerage Co. 18
Campbell Bros. & Wilson, Ltd 5
Canada Maple Exchange 69
Canada Starch Co. ..... Front cover
Canada Sugar Refining Co. 62
Canadian Fishing Co., Ltd.. 63
Cane & Sons, Wm. 50
Carr & Co. 52
Chase & Sanborn 6
Clark, Ltd., W. 13
Coles Mfg. Co. 14
Comte's Coffee 66
Connors Bros 54
Corneille, David, & Co. 16
Cornish, E. O. 18
Cowan & Co...Inside front cover
Crescent Mfg. Co. 19

D

Davenport Mfg. Co. 58
Dominion Canners, Ltd. 7
Dominion Molasses Co. ..... Inside back cover

E

Eby-Blain, Ltd. 55
Emerson, Bamford & Co. ... 66
Escott & Co., W. H. 18 24
Eureka Refrigerator Co. 22

F

Fairbank Co., N. K. 10
Fearman, F. W., Co. 53
Fenwick, Hendry & Co. 59
Forbes & Nadreau 66
Furuya & Nishimura 22

G

Gorman, Eckert & Co. 23
Grattan & Co., Ltd. 66
Guelph Soap Co. 52
Grocers' Eng. & Whitmee, Ltd. 63

H

Hamblin, Brereton Co. 18
Heinz Co., H. J. 50
Hillock & Co., John 59
Hobart Mfg. Co. 61
Holland Rusk Co. 66

I

Imperial Extract Co. 11
Imperial Tobacco Co. of Canada 36 37
Irish Grocer 66

K

Kessel Co., F. 66
Kilgour Bros. 22
Kraut, Adolph 64

L

Lake of the Woods Milling Co. .....Outside back cover
Lambe & Co., W. G. A..... 18
Laporte, Martin, Limited ... 71
Leadley, Ltd. 58
Leeuw, Henri de 18
Leitch Bros. Flour Mills, Ltd. 8
Lemon Bros. 57
Lindners, Limited 69
Litster Pure Food Co. 64
Lothian & Co., W. B. 19
Lytle Co., Ltd., T. A. 9

M

MacKay, John 57
MacLean's Magazine 67
MacNab, T. A., & Co. 19
McCabe, J. J. 57
McLaren, W. D. 68
McLaren Imperial Cheese Co. 49
McVitie & Price 58
Magor, Son & Co. 24
Malcolm & Son, Jno. 56
Maple Tree Producers 21
Mathieu & Co., J. L. 19
Meyer, Edgar 19
Millman, W. H., & Sons 18
Minto Bros. 9
Morrow & Co. 18
Mott, John P., & Co. 56

N

Nicholson & Bain 51
Nickle Plate Stove Polish Co. 66
North Atlantic Fisheries, Limited 6
Nugget Polish 12

O

O'Loane, Kiely & Co., Ltd... 18
Oakey & Sons, John 19
Oriental Produce Co. 59
Oscar Onken Co. 20

P

Paterson & Sons, R. 17
Patrick & Co., W. G. 18
Peek, Frean, Limited 65
Peacock, H. P., & Co., Ltd.. 18
Perrin & Co., Ltd., D. S.... 2

R

Raynal & Roquelaure 61
Reckitt & Sons 5
Renfrew Machinery Co. ... 68
Rennie, Wm. 59
Rock City Tobacco Co. ... 64
Rowat & Co. 60
Royal Baking Powder 51
Ruttan & Chipman 18

S

Salada Tea Co. 23
St. Lawrence Sugar Refining Co. 15
St. Thomas Packing Co. ... 64
Sanitary Can Co. 60
Simpson Produce Co. 8
Smith & Son, E. D. 16
Smith & Proctor 14
Snap Company 63
Spurgeon, H. G. 18
Stanway & Co., Geo. 18
Stuhr, C. F. 19
Sugars & Canners 3
Symington & Co., W. 14

T

Tippet, Arthur P., & Co. ... 1
Thompson & Norris Co. of Canada, Limited 70
Toronto Salt Works 62
Tucketts, Limited 8

U

Upton Co., T 53

W

Walker Bin & Store Fixture Co. 10
Walker, Hugh, & Son 53
Warren, G. C. 18
Watson & Truesdale 18
Wellington Mills 59
White & Co. 53
Wiley, F. H. 18
Woodruff & Edwards 23
Woods & Co., Walter 59

Z

Zip Mfg. Co. 22

Are You on the Lookout for Bargains?



TEAS

The fact that we have been engaged in studying the peculiar tastes of individuals for years has put us in a position to be able to supply you with various quality blends that cannot fail to satisfy.

Get Quotations

1 JAPAN TEAS

In 30 and 40-lb. boxes. In 80 and 90-lb. half-chests.

Special recommendation: "Victoria" and "Princess Louise" Brands.

2 INDIA AND CEYLON BLACKS

90-lb. chests. 50-lb. half-chests.

3 CEYLON GREENS

"Duchess" and "Lady" Brands in half-chests. Mighty popular.

4 CHINA TEAS

Imperial, Pea Leaf, Pin Head
In 30 and 45-lb. boxes.

5 YOUNG HYSON

In boxes and half-chests.

6 JAPAN SIFTINGS
GREEN CEYLON SIFTINGS

In 70 and 80-lb. boxes.

Always a full stock of Package Teas —Lipton and Tamilkande.

Laporte, Martin, Limitee

568 St. Paul Street,

MONTREAL, QUE.

Tel. Main 3766.

Consult Your Travellers

Your advertisement in Canadian Grocer reaches the cream of the Canadian retail trade. For over 26 years the most progressive and up-to-date retailers have contributed to its columns and depended upon its weekly market and merchandising information. This is the sort of connection that makes a paper valuable to its advertisers.

We want you to investigate these claims. Suggest to your travellers that they ask their customers

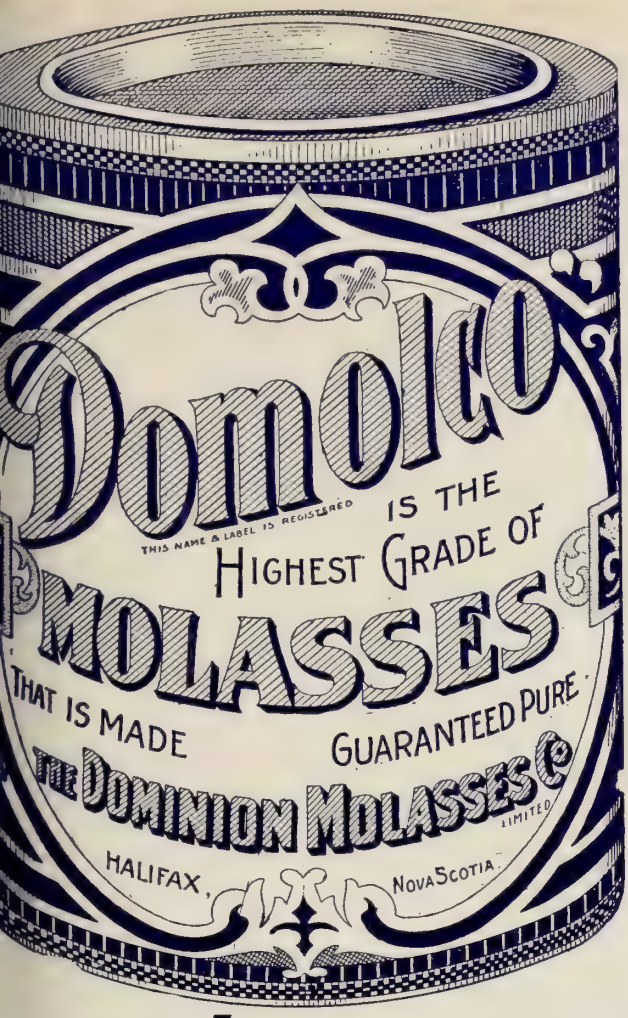
1. **If they subscribe for Canadian Grocer?**
2. **If they watch its markets from week to week?**
3. **If they find its merchandising articles of practical use?**
4. **If they consult its advertising pages?**

When you get this information you will want to place an advertisement with us immediately, or increase the one you already have.

You will be asked to spend your good money in many quarters this year of 1914. Why not investigate and see that you get value received.

CANADIAN GROCER

143 University Avenue Toronto, Ont.



Note registered label

OFFERED TO YOUR PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

We know this to be a strong statement, but the proof will be found in every tin.

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

DOMOLCO

Put up in sanitary lever top tins in cases as appended:

No. 2's— 2 dozen to the case.
No. 3's— 2 dozen to the case.
No. 5's— 1 dozen to the case.
No. 10's—½ dozen to the case.
No. 20's—¼ dozen to the case.

THE

Dominion Molasses Co., Ltd.

HALIFAX, N.S.

Five Roses Flour

Not Bleached **Not Blended**

WE QUOTE:

Truro, N.S., Nov. 10, 1913.

"I have heard a great lot about your "wonderful cook book from a friend "and would be more than pleased to "get one. I am keeping a boarding "house and have thirty-two boarders. "I have used your flour for TEN "years and would not use any other."

Mrs. Leonard D. MacKenzie.
Carvell Hall, Truro, N.S.



THIRTY-TWO boarders in one house means thirty-two chronic kickers. When you have found a flour that satisfies the infinite demands made upon it by a hungry boarding-house which must keep pleasing its patronage to exist, and when this flour satisfies for years, what greater proof could YOU ask, Brother Grocer?

Unsolicited, mind you, besides enclosing actual money for the FIVE ROSES cook book, Mrs. Leonard D. MacKenzie, of Truro, says she for one will buy no other flour but FIVE ROSES.

There are in Canada thousands of women urging their friends to use FIVE ROSES for every imaginable purpose. Why not turn into actual dollars and cents this loyalty which FIVE ROSES inspires?

Ask your jobber or write nearest office.

PACKED to suit all requirements in bags of 7, 14, 24, 49 and 98 pounds; also barrels of 98 and 196 pounds.

LAKE OF THE WOODS MILLING CO., LIMITED

Montreal Toronto Ottawa London St. John
Keewatin Winnipeg Vancouver

"The House of Character" *Capacity 11,500 bbls.*

THIS IS THE 1,365th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 6, 1914. No. 6

Follow The Line of Least Resistance



Goods Well Advertised Are Half Sold

Sell your customers "SEAL BRAND" Coffee. We have made "SEAL BRAND" the best-known high-grade coffee on the continent, by persistent advertising.

You can sell three or four cans of "SEAL BRAND" in the time it would take trying to introduce one pound of an unknown brand.

CHASE & SANBORN, MONTREAL

FEATURE ARTICLE—DOES PAMPERING THE PUBLIC PAY?

TWENTY-SEVEN
GOLD MEDALS



AND FIRST-CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LIMITED

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911)
International Exhibitions

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

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57 Water Street,
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(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander Street
MONTREAL
(Canada and Newfoundland)



It's more than plain lime juice

That's why people prefer it to the ordinary. **Stower's Lime Juice Cordial** is prepared from the freshly squeezed juice of the Lime Fruit. Every impurity is removed. Carefully blended to suit the most fastidious tastes. All ready for use.

Stower's Lime Juice Cordial keeps the blood and digestive organs in good condition. Very delicious, healthful and refreshing.

Dealers can realize good sales the whole year round by keeping it to the front and recommending.

As supplied to His Majesty King George

As supplied the British House of Commons

Coco Fruitine

Nourishing Palatable

Vegetable Butter

From the viewpoint of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its matchless purity, rich yet delicate flavor and evident superiority to butter, oil or lard, commend it at once to the housewife who is anxious to save.

Made in Marseilles with scrupulous care! Put up in tins of 1 lb., 2 lbs., 11 lbs., and 25 lbs.

ARTHUR P. TIPPET & CO.

AGENTS

Montreal, Que.

Actual Photo of Perrin's Dairy Cream Sodas

Fancy thin 5c and 10c Pkgs. with Blue label



Actual Photo of Box

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA

MARMALADE SEASON

This is Marmalade Season. Give your customers the best sugar obtainable. Poorly refined granulated will often spoil the appearance of Marmalade.

St. Lawrence Granulated

The best sugar made

BUY

STARBRAND

Cotton Clothes Lines

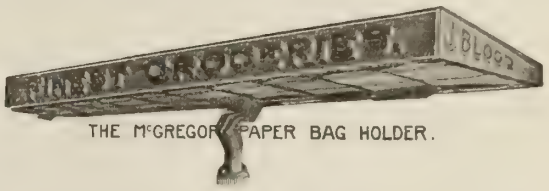
AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Canned Vegetables and Fruits, 1913 Pack

ROYAL SHIELD BRAND OF GOODS

Finest Quality Goods. **Sanitary Cans**

To encourage and stimulate the packing of a higher and improved grade of Canadian packed Fruits and Vegetables, we have eliminated all secondary and questionable brands, and stock only high A.1. standard grades sanitary pack, which are open to the trade under our guarantee of moderate prices commensurate with the high quality.

ORDER NOW. PRICES RIGHT.

Campbell Bros. & Wilson, Ltd.
WINNIPEG

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Canned goods window gets first prize——

¶ The selling power of good canned goods display is recognized by all good salesmen. In the accompanying prize-winning window, Canned Goods are the most prominent feature. This dealer, like many others, is alive to the large sales possibilities resulting from good window and interior displays.

¶ If you have not yet made any special feature of canned goods—Dominion Canners' Quality—in your displays, we would suggest that you try the following idea on *"Simcoe" Baked Beans* for a good-selling window display.

¶ Build a good-size pyramid of *"Simcoe" Baked Beans* in *Tomato Sauce* in the centre and two smaller ones of *"Simcoe" Baked Beans* in Chili Sauce and Plain *"Simcoe" Baked Beans,* on each side, slightly to the front. Cover the floor of the window with white beans and insert two or three neat showcards, bearing something like the following inscriptions: "Cut down the high cost of living"—"Beans contain more nutriment than Beef"—"One tin of 'Simcoe' Baked Beans will make a delicious meal for the whole family."

¶ The result of such a display will surprise you. Try it.

Dominion Canners, Limited

Hamilton, Canada



Window of C. B. Hume & Co., Revelstoke, B.C., which captured first prize in Class B, in CANADIAN GROCER'S Christmas Window-Dressing Contest, announced in issue of Jan. 23, 1914.

¶ Watch the CANADIAN GROCER columns for new display ideas for Canned Goods. Look over your file copies, you will find many good suggestions. To get the best results your displays should be timely and convincing. Tell your customers of the superior quality of Dominion Canners' lines — get them started. When they know the quality and deliciousness, they buy regularly. Then get them going on the full-case idea. They get a better value and your handling expenses are reduced.

¶ We have some attractive advertising matter which we will be pleased to send you. It helps to boost your sales.

Dominion Canners, Limited

Hamilton, Canada

JAPAN TEAS

Furuya & Nishimura

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

TEA

Get our special quotations and samples of

New Season's Japan Teas

Quality very good and prices right.
Also excellent values in

New Formosa Oolongs

Write us

JOHN DUNCAN & CO. - MONTREAL
Tea Importers

SYMINGTON'S SOUPS

are just ideal where nourishment and warmth and ease of preparation are valued.

Contents of one packet make a quart of rich, nourishing soup, a plateful of which, with bread, offers a delicious, sustaining meal

There are eleven varieties—each distinctive, each delightful

Mulligatawny, Scotch Broth, White Vegetable, Lentil, Pea, Tomato, Ox Tail, Green Pea, Celery, Onion, Mock Turtle

Agents:
F.E. ROBSON & CO.
25 Front St. E.
Toronto

No success like a lasting success

Rideau Hall Coffee is a decided success with the coffee drinker and a success in sales and profits for the dealer—a success that continues year after year.

RIDEAU HALL COFFEE

is carefully blended by men of integrity with long experience. The customer gets overflowing value in every cup.

Send for a trial order. Rideau Hall Coffee fills the popular want.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO
Western Selling Agents
MASON & HICKEY WINNIPEG



GAIL BORDEN
EAGLE BRAND

Soars high above for quality and purity.

Borden's Eagle Brand is the ideal milk for table use as well as for infant feeding. It will satisfy your most particular trade. Display and recommend this quality line, good profits and permanent patronage assured.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office : No. 2 Arcade Building, Vancouver, B.C.



QUICK SALES and GOOD PROFITS.

An ideal combination—GIPSY provides both. It has set a new standard of excellence. Here, there and everywhere, brisk business in GIPSY is the order of the day. And mark this, every sale you make leaves a generous margin; every packet or tin you sell, a living profit!

GIPSY Stove Gloss

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Creeden & Avery, 118, Homer Arcade, Vancouver, B.C.



Repeat-order Soups

Edwards' Soups are repeat-order soups. They are soups that please the grocer because they sell so quickly, soups that please the customer because they are so good. Edwards' Soups mean a brisk turnover because they are widely advertised and because your customers use them in the kitchen practically every day.

EDWARDS' DESICCATED SOUPS

"The soups with the dollars in them."

Edwards' desiccated Soups are made in three varieties :—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

Write for full particulars of trade terms to

MONTREAL—Wm. H. Dunn, 396 St. Paul Street. (*For Quebec & Maritime Provinces*)
TORONTO—W. G. Patrick & Co., Limited, 77 York Street. (*For Ontario and British Columbia*). **WINNIPEG—W. H. Escott Co., Limited, 181 Bannatyne Avenue** (*For Prairie Province*).

TUCKETT'S ORINOCO

--the tobacco that's just a little milder than "Tuckett's Myrtle Cut"

Every tobacco user in your vicinity knows "Myrtle Cut T. & B." and appreciates its delightful flavor. It has the largest sale in Canada, but has a close second in Tuckett's "Orinoco," which is no better, but just a little milder.

Stock up to-day with the favorite smoking tobaccos. Put up in tins and packages. Recommend them to your best trade.



TUCKETT LIMITED
Hamilton, Ontario

RONUK POLISHES

RONUK FLOOR POLISH

RONUK FURNITURE POLISH

RONUK SHOE POLISH

APEX METAL POLISH

Consider that every Ronuk Polish is the result of years of chemical research——that it is exactly suited to the requirements of its particular use, and is of real benefit to the material to which it is applied——wood, metal, or leather,——and you will understand why Ronuk Polishes are as nearly perfect as it is possible to make them——and why it will pay you not only in money, but in making satisfied customers——"good will."

Ronuk's extensive advertising will be a help too.

For information, prices, etc., write

RONUK LIMITED

Factory, Portslade ENGLAND — 91-93 Youville Sq. MONTREAL

Canadian Head Office

53 Yonge Street, TORONTO

Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

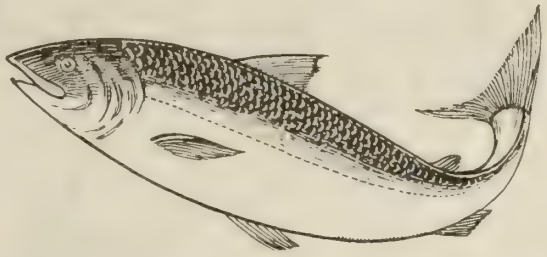
Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills,
Limited

Oak Lake, Manitoba

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye  Sockeye

SALMON

Buy—

SOVEREIGN BRAND
HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON



The Sauce they relish

Brand's A1 Sauce is made from an Old English recipe; is relished by Royalty as well as the best people in the land. Its particular flavor lends zest to the appetite by reason of the piquant flavor it adds to any meat, fish or fowl.

Brand's A1 Sauce and Invalid Specialties have been granted highest possible award, "The Grand Prix," at the Festival of Empire Exhibition, Crystal Palace, London, Eng.

Secure a Stock now, the profit is good.

BRAND & CO., LIMITED

Purveyors to H.M. the late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East - - - TORONTO
H. HUBBARD, 27 Common St., - - - - - MONTREAL
McLEOD & CLARKSON, - - - - - - - VANCOUVER
LEADLAY, Limited, 332 Bannatyne Ave., - - WINNIPEG
NICHOLSON & BAIN, - - - REGINA, SASKATOON
HOLLOWAY & REID, - - - - - - - - EDMONTON
A. J. MACDONNELL & CO., - - - - - - - CALGARY

The Only Food

proved to possess a body-building power of from ten to twenty times the quantity taken:—

THAT'S





BOVRIL IS CONCENTRATED BEEF

—concentrated to the highest possible degree. **Bovril Limited, Montreal**

Customers Come Back

MATCHLESS
LIQUID
GLOSS

THE IMPERIAL OIL COMPANY Ltd
HEAT LIGHT POWER LUBRICATION
LIMITED

Means a good profit for you, and it means repeat orders too. Matchless Liquid Gloss is useful in so many ways; polishing, disinfecting and cleaning furniture, woodwork, pianos, automobile bodies, linoleums, etc., that you are always sure of a steady trade.

Insures you good profit, quick profit and satisfied customers. Write any of our agencies for information. Put up in lithographed tins, barrels and half barrels.

THE IMPERIAL OIL COMPANY, Limited

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon



SALT, SALT, SALT,

All SALT and nothing but SALT

———positively not adulterated in any way. The best brine is pumped from our salt wells, after which it is evaporated and dried by the most up-to-the-minute processes, ensuring for your patrons fine, dry, even crystals. **Purity Salt** is the salt for all household purposes. **Purity Salt** should be handled by all quality dealers.

The WESTERN SALT CO., Limited
COURTRIGHT, ONTARIO

QUALITY FIRST

has always been the motto of the Clark establishment and the enormous and rapidly-increasing demand for Clark's PORK and BEANS is undoubtedly due to the care exercised in their preparation.



Clark's Pork and Beans



are your best sellers.
They are known and appreciated by the consumer.
They are advertised in a manner calculated to hold and increase your sales.
Prices to dealer and consumer are right.

CLARK'S ARE LEADERS

W. CLARK, - MONTREAL

Hold your tea order till our traveller calls

We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.

SYMINGTON'S COFFEE ESSENCE

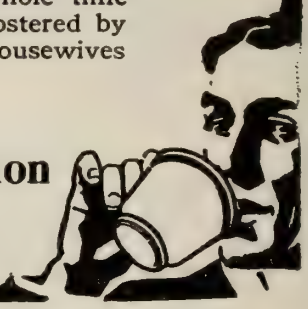


is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.



The fruit jar that is winning its way to success through sheer merit

-The "QUEEN"

No housewife will ever think of taking a chance on ordinary jars once she has used the famous wide-mouth, adjustable-top Queen Square Jar.



It gives a perfectly sure seal, easy to open and close.

Jimmy Jar Opener and 1st Prize Preserving and Canning Recipes of all fruits and vegetables with every dozen of Queen Square Jars.

Handsome eight-color window display free with every five gross order of Queen Square Jars.

Be sure to buy Fitz-em-all Rubber Ring.

MANUFACTURED BY
SMALLEY, KIVLAN AND ONTHANK
BOSTON, U. S. A.

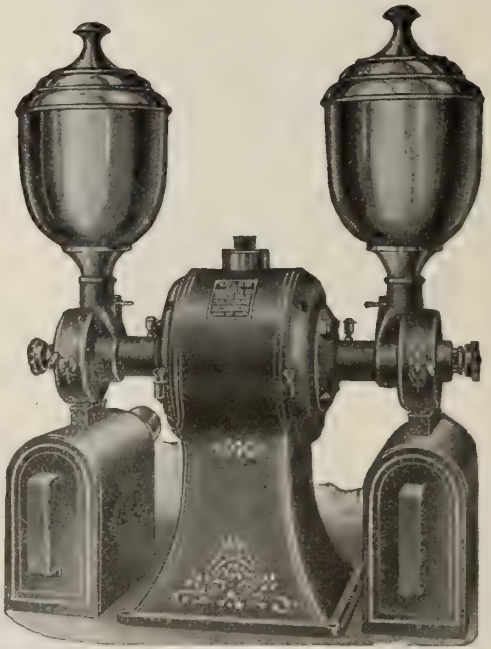
Sold by your Wholesaler

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Haulage and Spoilage

are two expense items saved in the production of E. D. S. Jam

The fruit used for E. D. S. Products is grown and prepared right on the E. D. S. farms. Just a few moments elapse between the picking and packing. There is no loss by spoilage and no long haulage expenses to be added to the cost of production.

The price for E. D. S. Brand is, therefore, lower than other brands—quality considered.

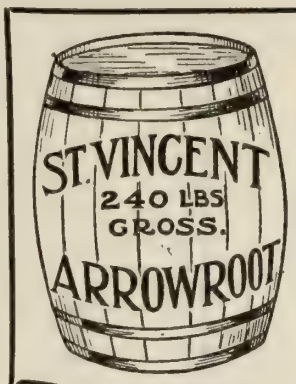
Your wholesaler handles, order a supply to-day.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton





Every Household Has Use for Arrowroot

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Can.



SCHNEIDERS' COUNTRY PORK SAUSAGE

ALL PURE PORK

HOME-CURED HAMS and BACON TRY THEM

J. M. SCHNEIDER & SONS LIMITED

Berlin, Ont.

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

An Ermined Judge

The Supreme Court of Canada is becoming overloaded with business. The big increase in cases during 1913 has meant that the six judges who sit daily in the dingy old building at Ottawa have been hard-worked men. The procedure is simple, dignified, and conducted with almost an Arctic silence.

Yet there is a human side to the situation, for the trappings of flesh cannot be wholly discarded in this, the Clearing House of legal wrangles.

A special writer, at the suggestion of "MacLean's Magazine," visited the Court, and in other divers places dug up much useful information concerning which the average Canadian knows little.

The March "MacLean's" will appear with the first of the celebrated Coburn covers, and the illustrations have been attempted on a strikingly broader scale. Besides this leading article there is the pronouncing of a leading Toronto doctor on "The Truth About Radium."

Several short stories, well illustrated, will appear in this issue.

Do not miss this copy. The cover alone, being something new in Canadian journalism, will be more than worth the price.

Send your name and address on a postcard to Dept. "M" and commence your subscription with this striking number—Mail it to-day.

Subscription $2 a year. *Twenty cents a copy.*

The MacLean Publishing Co.,
LIMITED

143-9 University Ave. -:- TORONTO

Now is the Proper Time to Buy a Few Lines

BAKED BEANS
Some are looking for cheap beans,
We are offering Baked Beans cheap.

"**Primus**" Family 2½'s
Talls 3's
Plain and tomato sauce.
Prices include delivery, Ontario and Quebec, in 5-case lots or more.

BRUSSELS SPROUTS, FRENCH and BELGIAN PACK.
L. A. Price & Co., ½'s tins.
Yacht Brand (Van de Poel) ½'s

SPINACH, FRENCH, AMERICAN and CANADIAN PACK.
"Compass" 2's and 3's,
"L. A. Price & Co.," ½'s,
"Simcoe" 2's and 3's.

PUREE DE FOIE GRAS (For Sandwiches, Etc.)
L. A. PRICE & CO. Genuine French Pack.
⅛'s, ¼'s, ½'s, Finest packing.

ALBERT SARDINES, FRENCH PACK.
They are scarce, but we have them.
¼'s ord. and Dingly, **with bones,**
½'s, boneless, **Fine Goods.**

BELGIAN and FRENCH PEAS
New season's pack.
L. A. PRICE & CO., Bordeaux, "The original"
VAN DE POEL, Belgium, "The finest"
All grades and qualities.
We are proud to say that all our contracts have always been filled.

TAPIOCA from SINGAPORE (Genuine)
"Medium Pearl,"
"Seed,"
"Brown Sago."
We have a good supply.

SEEDED RAISINS, in 16-oz. packages, "Choice"
CLEANED CURRANTS, in 16-oz. packages, "Finest"
The demand is good just now. We have a fine assortment.

TEAS ARE MOVING A LITTLE.
Market is firm, but we have the stock and can supply your wants.

The assortment of fine groceries we carry is so large that we cannot tell you at once all we know about it.

We are at your disposal for prices and samples.
LET US HAVE YOUR BUSINESS.
"**SATISFACTION**"

L. CHAPUT, FILS & CIE, Limitee.

WHOLESALE GROCERS AND IMPORTERS

2, 4, 6, 8, 12 and 15 De Bresoles Street, - - MONTREAL

Established in 1842

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co.
LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Finest Valencia Raisins in Canada on spot

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO, ONT.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

A want ad. in this paper will bring replies from all parts of Canada.

HENRI de LEEUW
Merchandise Broker,
26 Front Street East, Toronto.
I solicit agencies for the following lines: Peas, Beans, Canned Goods, Apples, Corn, Oats, etc. First-class references given all over the world.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents.
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg. Man.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG, MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

Manufacturers' Agents and Brokers' Directory

(Continued.)

QUEBEC.

Agencies Wanted

We know the retailers as they should be known. Do you want our connection? **Only quality lines handled.**

W. B. Lothian & Co.
B32 Board of Trade Building,
MONTREAL

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agencies Wanted

I solicit representation of good Grocers', Druggists' and Confectioners' lines.

D. BEARD
15 Jarvis St. TORONTO

When writing advertisers, kindly ention having seen the ad. in this paper.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

The Flavor Sells It!



MAPLEINE

is differently delicious, and supplies a much-felt want. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.



TANGLEFOOT

The Sanitary Fly Destroyer—Non-Poisonous

Gets 50,000,000,000 flies a year—vastly more than all other means combined. Poisons are dangerous.

BRAND **STUHR.**



STUHR'S

CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.

Sold by all High-Class Provision Dealers.

C. F. STUHR & CO., Hamburg.

Indents through European Exporters only.

Mathieu's Nervine Powders



are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Make yours a neat, attractive, trade-pulling store with "Walker Bin" Fixtures

Get the most out of your store space. Don't make customers wade through an unsightly mass of boxes, baskets, etc., piled round on the floor. Make shopping a pleasure for your patrons—display your goods scientifically, get the most out of your display space. A "Walker Bin" System will save 25% of your floor space, improve your service 100%, and make selling a real pleasure. It pays for itself in a short time.
We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

Walker Bin & Store Fixture Co.
LIMITED
Berlin, Ont.

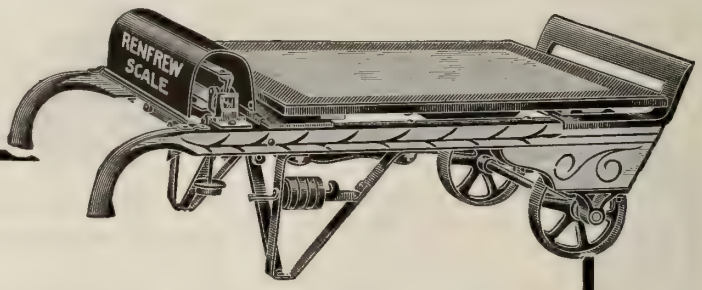
REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED -BINS-



Store of J. E. B. Wilkinson, Saskatoon, Sask.

The Renfrew Truck Scale Saves Time



Wholesalers, produce men, shippers of all kinds of goods, will find the Renfrew Truck Scale a time-saver. You can weigh the goods right on the truck and then wheel them to the wagon. This truck scale is so constructed that it easily mounts its load. Weighs accurately on even or uneven ground or floor. Weighs anything from 1 lb. to 2,000 lbs.

Staunchly, yet not heavily built. Write for descriptive booklet and price.

The Renfrew Machinery Co., Limited, Head Office & Works, **Renfrew, Ont.**

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO ~ MONTREAL
WINNIPEG ~ VANCOUVER

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

SWISS DAIRY
brand
Condensed Milk

is a profitable 10c line.

4 dozen 16-ounce tins
$3.85.

Freight allowed up to 40c cwt. on 5-case lots or more.

Kirkwood & Sons
Toronto
SOLE DISTRIBUTORS FOR CANADA.



FISH SALES STILL BOOMING

You can't help but make good with fish these days. The demand is right there for you. Simply have the choicest goods on hand and get your profit, which is handsome. Feature, for instance,

Canada Brand Pure Boneless Cod Fish

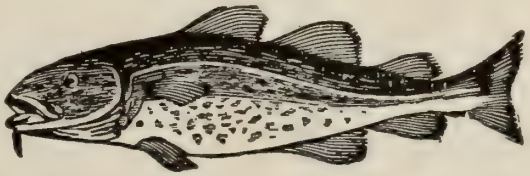
Appetizing and filling. Cheaper than meat and, if anything, more strengthening.

BONELESS FISH.

Canada Tablet	20-lb. Tablets
Canada Crate	12 2 lb. Boxes
Canada Strip	30 lb. Boxes, Whole Strips
Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand	25 lbs. Bulk
Cod Bits	25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds	100 lb. Boxes
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Ocean  **Brand**

Haddies Kippers Bloaters Fillets—Always please

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

Heart-to-Heart

TALK ON

MAPLE HEARTS

FOR

Valentine Trade



60% PROFIT **60% PROFIT**

THE PROFIT SHOULD LOOK GOOD TO YOU
and the candy will look good to your customers.
Try it out by mailing us

THIS TRIAL ORDER

Sugars and Canners, Limited, Montreal

Please ship FREIGHT PREPAID:

1 pail Maple Cream Hearts, 18 lbs	$2.40
1 case Pure Twin Block Maple Sugar	$3.60
1 pail Minto Mix Candy, 32 lbs	$2.56
1 pail Nutty Creams, 17 lbs	$2.40
8½ gross Boxes Gross Goods, assorted, including Easter Eggs	$4 00
	$14.96

Name .....

Address .....

Maple Hearts are a **Dainty, Delicious Maple Confection.** Have that delicate sap flavor so appealing and suggestive of the Sugar Camp, ESPECIALLY when shipped fresh and crisp from our factory to you.



Maple Heart

REMEMBER—we prepay the freight to all Railway points in Quebec, Ontario and the Maritime Provinces, allowances of 40c per 100 lbs. made to points outside the limit.

Sugars & Canners Limited, Montreal

10,000
Chests Per Annum—
Is the Average Increase Alone
In the Sale During Each Year in the Past 3 Years



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☞ And remember—this is why "SALADA" has always been sold under conditions of a Perpetual Sale Guarantee, by the packers.

Black or Natural Leaf Green } Sealed Lead Packets only

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LONDON, ENG. 41 Eastcheap | BUFFALO 78 W. Genesee St. | NEW-YORK 100 Hudson St. | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Blk.

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Twenty-eight years ago refrigeration was in its infancy; to-day it has developed into an immense proposition. We have manufactured the Eureka refrigerator exclusively for 28 years, and have perfected it to such a degree that it is the standard throughout Canada.

The Eureka patented dry cold air system is without an equal, and is endorsed by the best grocers and butchers everywhere.



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THE ELGIN NATIONAL



INSTANTLY ADJUSTED TO STEEL—CUT COFFEE AS FINE OR COARSE AS YOUR TRADE DEMANDS

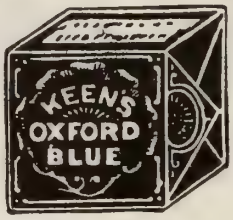
It takes just a few turns and the coffee is ground. No expense to operate and the machine will last a lifetime. Feed your coffee grinding troubles to the **Elgin National.** It is built for business.

Ask any of the following jobbers for latest catalog:—
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
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KEEN'S OXFORD BLUE

Every woman knows the value of Keen's Oxford Blue on washday, and will appreciate your recommendation of it.

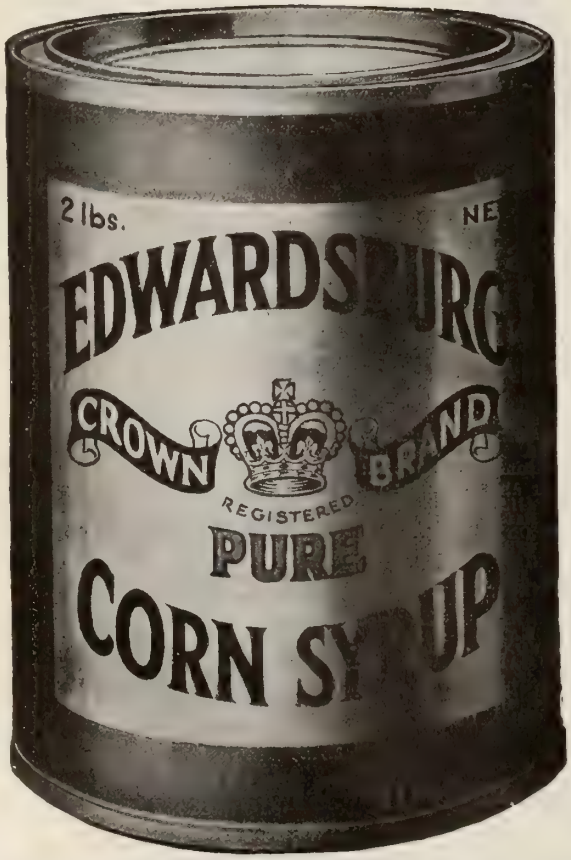
Best housewives ask for it, others will be the better for using it. Keep your stock well filled with this article of daily need—Keen's Oxford Blue.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal **30 Church Street, Toronto**

Agents for the Dominion of Canada



Why Lose Sales?

Grocers who handle Crown Brand Corn Syrup report that they sell about twice as much Crown Brand as any other syrup—and that the demand is steadily increasing. The reason is easy to find.

Crown Brand Corn Syrup

finds a permanent place in the home because it is a delicious table syrup—good for children and a great help in the kitchen. Make a Crown Brand display and watch sales jump.

We will ship your order promptly.

The Canada Starch Co., Ltd.

Manufacturers of Edwardsburg Brands

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CANADIAN GROCER

VOL. XXVIII FEBRUARY 6, 1914 No. 6

Does Pampering the Public Pay?



Are merchants pampering their customers more than they should? Is it a paying investment to give them service to which they are not entitled, and which is unreasonable? To what extent is this being done, and where is it to be found most? These and other questions are discussed in this article by Mr. Byers, who gathered the information especially for this paper. The instances he cites are interesting, and the conclusions he has arrived at are worth close consideration.—The Editor.

Written for Canadian Grocer by C. W. Byers.

ALL other things being equal—that is to say, assuming that all grocers are more or less congenial, that their goods are comparatively good, and that they do not cut ham after serving kerosene without first washing the hands—it is the merchant who has the most rapid delivery, he who will most readily pander to the whims of his customer, and who is not too particular when he gets his bill paid; he is the man who is most likely soon to double his turnover, if not his net profit.

Knowing this, it has come to pass that every corner grocery in the towns and cities must have its delivery wagon in order to pay; and with a delivery wagon running around with all its attendant expenses, it develops usually into a credit business. In other words, competition in some cities has become so severe, the large stores are pitting against one another, doing little favors here, and being extra obliging there, until it has become an intolerable nuisance, and the public, like a spoilt child, is looking for more, and will cry if it doesn't get it. That is to say, the public is being pampered too much, and they are paying for it through the nose. It is a wonder they never stop to think who is paying for all these extra expenses. One of these days they will, when there is no money to burn. The householder insists on getting good butter, say, at a reasonable price, no matter how many delivery wagons there are.

Temptation in the Telephone.

Many things are to be blamed for this, not the least being chiefly that wonderful invention, the telephone. A woman senator from Colorado passed through Canada recently, and one of the messages she left with her Canadian sisters was to get out and do their business personally, and not to be tied down to the telephone. Telephone business always means expensive delivery wagons and long waits if parcels are sent C.O.D. It is the telephone that tempts a woman to ring up the grocery for a slice of uncooked ham, cut from the centre, to be sent down immediately. It is the desire to pamper that woman that prompts the grocer to fill her order. Incidentally he may charge her more than the real market price for ham; but if in affluent circumstances, she doesn't mind.

The tendency is to go too far with the public, and it has something to do with the high cost of living. A person ordered a can of beets the other day. The color did not seem to be O.K. when opened. The store was phoned about it and the driver told to call. He gave the woman a slip for the cost of it. Moreover, to save her the trouble of going to the store, and to avoid causing a bad impression, the price was enclosed in an envelope and returned by mail. That's very accommodating, but it's not good for the public.

A man in Ontario made a purchase by mail at one of the large stores recently. Shortly afterwards his home was burned down, but the goods he had purchased were saved. He was short of money, so he wrote to this firm, asking them to allow something on the goods. They not only returned him the price of the goods, but told him to keep them as well. A splendid ad., but rather hard on that man from the standpoint of thrift and manliness, and rather hard on other stores who are unable to indulge in such philanthropy. Ten to one, that customer will get a swelled head, and will try the game on some other dealer. He will imagine all storekeepers willing and able to pamper him similarly.

What of the man who refuses to give credit, and expects his customers to carry their purchases home in their arms? Is he to suffer and to go into bankruptcy because he refuses to pamper the public?

It depends very much on how he buys and how he sells. To begin with, it is only natural that by buying judiciously he will be in a position to sell certain goods at a lower figure than his competitor across the way, who has to obtain good figures to pay for his deliveries of five cents worth of ham a mile or two from the store.

A typical instance was taken by the writer, of an ordinary corner dealer, situated in a factory district, who ran a cash business in competition with another at the opposite corner, run on the credit system aided by deliveries. This grocer bought the business a year ago, and his first week's turnover was $160.

He first looked around for a "leader," by the sale of which customers would be attracted to his store. He decided on butter, which was then going at the rate of 4 lbs. a week. By watching the market closely he was able to make a deal for fifty cases at 29 cents a lb., to be delivered as required. This he disposes of for 32 cents, and sells about two hundred pounds a week. Similarly he watched the salmon market, and at a favorable moment bought well, and offered it in his window at a lower price than even the large departmental stores were selling it. The result was, he at-

tracted a large volume of the trade from the opposite corner. All his goods were purchased carefully, with the result that to-day his business totals $400 a week, and is paying him handsomely. He is not pampering the public beyond giving good value for money and common courtesy, and he gets cash for everything.

By following out this policy he never has goods returned, and, therefore, never requires to pamper his customers to retain their business. He measures the advantage of a cash business in hours of sleep. In a conversation recently on this subject he pictured a friend of his who employed several rigs and ran a big credit business. He said: "When ten o'clock arrives he sits down to worry over the number of people who are not likely to pay him, and it takes him until 3 a.m. to find out how much cash he has on hand. As for me, at seven o'clock it takes just about two seconds to count up the cash in the till and to turn out the light."

It may be that only dealers situated similarly could do business with profit on such a basis. Take an exclusive residential trade, for instance. The average merchant in such a location feels that his only hope for success is a credit business with one eye always on the credits to see that they do not get beyond him. Modern systems of bookkeeping such as the credit register is aiding wonderfully in this work.

Pampering Necessary In Cases.

After all, the public must be pampered in many cases, but there is a limit. In the wholesale trade there is too considerable pampering. The retail grocer is not always told, for instance: "Mr. So-and-so, those are our terms, and we cannot change them for you nor anybody else. And if you don't like them, you can go elsewhere." The woman who insists on having her tea changed because "it tastes queer" cannot be ignored. The world is made up of a number of people with queer notions, and they have to be pampered somewhat.

The wise grocer will listen to the complaints of his customer calmly and courteously, and will even admit them to be correct, knowing all that time that his goods are perfectly satisfactory, and that his customer's taste is a little off. It is bad policy in the majority of cases to annoy a regular customer by telling her that she is mistaken. People won't admit they are mistaken. Better apparently for the grocer to be imposed upon!

There is a difference, however, between changing goods to satisfy a customer and advertising the fact. The large departmental stores who adopt the policy of "money back if not satisfied" are most guilty of pampering the public. While it must be admitted they are carrying the thing too far, at the same time one must admit that some of them handle their business with consummate skill.

The abuse of privileges granted by stores is, however, probably not felt so much by the grocer as by the milliner, who often has goods returned after being worn once for some special occasion. To return a jar of pickles, a woman must have a bona-fide complaint. In that case she is not trying to get ahead of the storekeeper; she is simply exercising a whim, and perhaps it is policy to pamper her.

Things to be Eliminated.

On all hands, however, it is admitted that this thing is getting scandalous. The most casual of customers asks to have a half pint of cream sent a mile or two for breakfast; or she wants 10 cents worth of lettuce that costs 15 cents to deliver; or it may be that she requests you to call at an opposition store for a pound of butter for her. All these things are happening every day in the year with somebody, and it is in them that reform seems absolutely imperative, or later on grocers may be requested to call into private residences to shake the furnace or empty the ash can.

ONTARIO R.G.A. EXECUTIVE TO MEET.

President D. W. Clark and Secretary W. C. Miller, of the Ontario Retail Grocers' Association have arranged for an executive meeting to be held in Hamilton, next Wednesday evening, February 11, in the Board of Trade rooms, at 7.30 o'clock. While this is an executive meeting, any member of the association may, of course, attend. In fact the secretary asks that all who can be there, as this will be an important conference and the last, prior to the second annual meeting of the organization.

Mr. Miller also asks any member who has any question he would like to bring up to write him before Wednesday next, so that the matter may be brought to the attention of the executive body. His address is 632 Yonge St., Toronto.

J. J. McLAUGHLIN DEAD.

In the person of the late John J. McLaughlin, Toronto has lost a shrewd business man. Mr. McLaughlin was born in Oshawa, Ont., about 50 years ago, and after attending high school came to Toronto where he entered the Ontario College of Pharmacy. After graduating from there with the gold medal and other honors, he took a post-graduate course in New York, and then entered business. He was first associated with the soda water business in a small way on Berti street, but as his trade expanded he found it necessary to erect a new plant on Sherbourne street. Later on he became identified with the McLaughlin-Gourley Co. on Louisa street in the manufacture of soda fountains and interior decorations.

All his life he was much interested in civic affairs and took a keen interest in literary things. In spite of trips abroad in search of health, the end came rather early in life. The present business will be continued by his eldest son who was associated therein with the deceased.

CRITICIZE THE GOVERNMENT.

Claim Saskatchewan Legislators Acted Unconstitutionally.

Saskatoon, Sask., Feb. 4.—(Special).—Periodical luncheons with a view to arousing more interest in the work of the Retail Merchants' Association, is under consideration by the executive. At the annual meeting this question was brought up and it is likely this course will be decided upon. President J. L. S. Hutchinson was re-elected president, and F. E. Raymond was re-elected secretary. The new members of the executive are C. Arden, vice-president, W. A. Rathbun, second vice-president, and F. E. Guppy, treasurer.

Some informal discussion occurred regarding the manner in which legislation had been "railroaded" through by the Provincial Government, affecting retailers, as well as trades, such as the Lien Act amendment, and the Wage Act. In the charter, the retail merchants operate under a clause plainly stating that no legislation can be put through affecting retailers without the bills relating to the same being submitted to the association executive. This was not done, so the retailers feel that if they can trip the government up in this matter and show them where they acted unconstitutionally, it will mean that all this new legislation will become void. A resolution was put through that the matter be taken up at the convention in Moose Jaw in February, and that it be made a test case to be taken to Ottawa. The secretary was also instructed to communicate with Dominion Secretary Trowern in regard to the matter.

Zone System For Parcels Post Decided Upon

Fears Entertained by Some a Few Weeks Ago that a Flat Rate Would Prevail for Each Province Not Justified—Irrespective of Provincial Boundaries Each Post Office Will Be Centre of Local Twenty-mile Zone.

CANADIAN Grocer announced briefly last week that the new Parcels Post system would be inaugurated on February 10. The rates covering the local zone and Ontario were also given, but as the paper was on the press when these were issued, a summary was all that could be placed before our readers.

The service was promised for January 1st, but was held up by the inability of the Deparemtnt to make a satisfactory arrangement with the railways to carry the service. The railways demanded a total of six millions. It is understood that an agreement was finally reached whereby the railways will be paid three millions a year for carrying all the mails, including those by parcels post.

A memo. issued by the Postmaster-General states as follows:—

"After considering carefully every phase of the parcel post question, the Postmaster-General has decided to adopt the zone system in fixing parcel post rates on account of the great area over which distribution has to be made in Canada and the comparatively sparse population of the Dominion.

"If a flat rate were fixed that would not entail too great a loss to the Department in carrying parcels from one end of the Dominion to the other, or even from the centre provinces to the extreme east to west, the rate would be too high for comparatively short distances, or even between points within the same province, and the only practical plan appeared to be the zone system, under which the rates are graduated according to the distance a parcel will have to be carried.

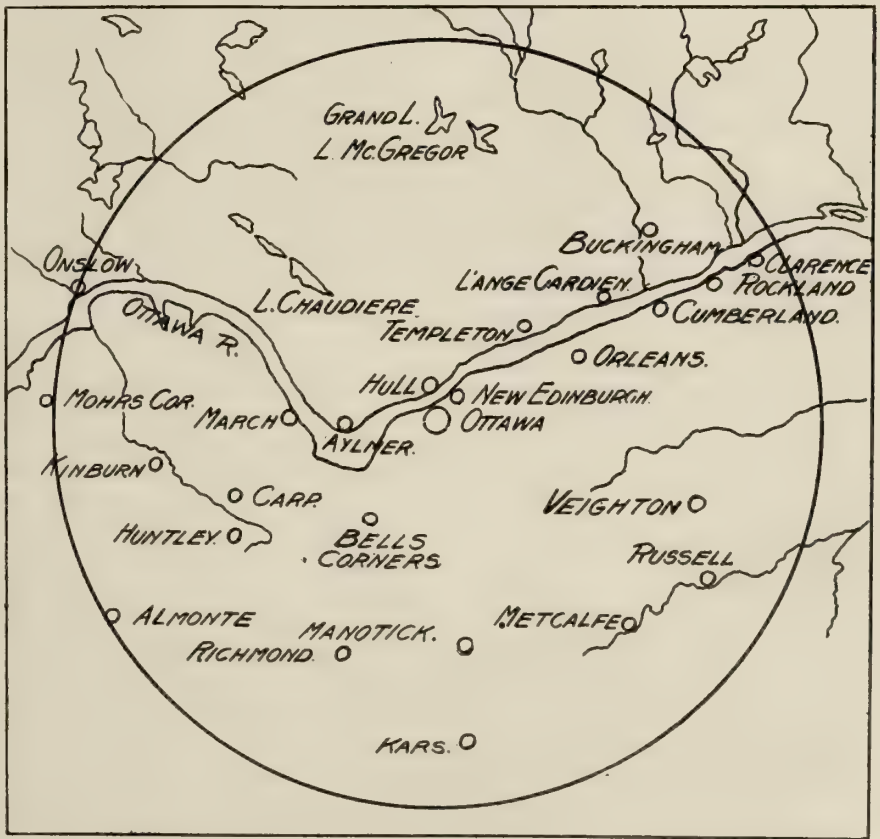
Provincial Boundaries.

"On account of the geographical position of the provinces of Canada, and their being approximately the same size when the three Maritime provinces are considered as one, it was found that the provincial boundaries would be the most convenient to adopt as the limits of the zones, and consequently the rates were fixed by provinces. This makes the system a very simple one, much easier to follow than the zone system based upon mileage alone.

"The first or local rate is 5 cents for the first pound, and 1 cent for each additional pound or fraction thereof up to four pounds, and 2 cents for each subsequent pound up to eleven pounds within a radius of twenty miles from the place of mailing, irrespective of provincial boundaries. This is to give local merchants an advantage within their own neighborhood, and also farmers and gardeners who can use the mails for sending produce to their local market at a low rate.

"A parcel of eleven pounds can be sent twenty miles for 2 cents a pound, and this should give the farmers a decided advantage in marketing eggs and other perishable matter. It will also give a decided advantage to the country merchant over the departmental stores. The farmer can send out goods in parcels up to eleven pounds to his customers at 2 cents a pound, while if the same goods were ordered from a departmental store or any other business concern more than twenty miles distant, it would cost about 5 cents a pound for postage.

"The next rate is fixed for the province in which an article is posted. For the first pound the rate is 10 cents, and each additional pound 4 cents. The cost of handling a one-pound parcel is approximately the same as that of two or three pounds, and consequently it was necessary to fix a minimum rate for the first pound considerably higher than the average rate for the additional pounds included in the weight of a parcel.



Parcels may be sent out from Ottawa or Hull as centre of a local zone to any place within 20-mile radius in either Quebec or Ontario.

Method is Simple.

"For an adjacent province the rate of 10 cents for the first pound will apply, but for each additional pound an extra charge of 2 cents will be imposed, making the rate 10 cents for the first pound and 6 cents for each subsequent pound. Beyond the province adjoining the one in which a parcel is mailed, an additional 2 cents a pound will be imposed for each province that has to be crossed to the destination of the parcel up to a maximum charge of 12 cents a pound.

"The method of finding the rate on any parcel is extremely simple. Rate cards will be furnished to all postmasters and for distribution to the public, there being a separate card for each province. On this card is given the amount of postage chargeable on any parcel up to a weight of eleven pounds within the province in which a parcel is posted and to all other provinces of the Dominion.

"When a parcel is mailed, the postmaster sees from the address the pro-

vince to which it has to be carried, and a glance at this card shows him, without making any calculation, what the postage will be."

Basis of Rates.

The first rate is 5 cents for the first pound and 1 cent for each additional pound or fraction thereof up to four pounds, and 2 cents for each subsequent pound up to eleven pounds, within a radius of twenty miles from the place of mailing, irrespective of provincial boundaries.

The next rate is fixed for the province to where the article is posted. The first pound is to be 10 cents and each additional pound 4 cents.

For an adjacent province the rate of 10 cents for the first pound will apply, but for each additional pound an extra charge of 2 cents will be imposed, making the rate 10 cents for the first pound and 6 cents for each subsequent pound. Beyond the province adjoining the one in which a parcel is mailed, an additional 2 cents a pound will be imposed for each province that has to be crossed to the destination of the parcel, up to a maximum of 12 cents a pound.

Rates for Ontario.

The Ontario rates are as follows:—

To any post office within 20 miles—One pound, 5 cents; two pounds, 6 cents; three pounds, 7 cents; four pounds, 8 cents, and 2 cents for each additional pound up to the maximum of eleven pounds.

To any post office beyond 20 miles, but within the province—One pound, 10 cents; two pounds, 14 cents; three pounds, 18 cents; four pounds, 22 cents; five pounds, 26 cents; six pounds, 30 cents; seven pounds, 34 cents; eight pounds, 38 cents; nine pounds, 42 cents; ten pounds, 46 cents; and eleven pounds, 50 cents.

To any post office in Quebec or Manitoba—One pound, 10 cents; two pounds, 16 cents, three pounds, 22 cents; four pounds, 28 cents; five pounds, 34 cents; six pounds, 40 cents; seven pounds, 46 cents; eight pounds, 52 cents; nine pounds, 58 cents; ten pounds, 64 cents; eleven pounds, 70 cents.

To any post office in Saskatchewan or the Maritime Provinces—One pound, 12 cents; two pounds, 20 cents; three pounds, 28 cents, and 8 cents extra per pound up to the eleven-pound limit.

To any post office in Alberta—One pound, 12 cents; two pounds, 24 cents; and 10 cents for each extra pound.

To any post office in British Columbia—One pound, 12 cents; two pounds, 24 cents, and 12 cents for each extra pound.

During the organization period of three months an additional fee of 5 cents is to be charged on parcels mailed for local delivery by the carriers.

One of the important features of the new legislation is the zone system adopted, which provides for a special rate lower than the provincial rate when a parcel is sent to a point within a radius of 20 miles from the office it is sent from. The purpose of this is to afford some protection to the small merchant against his competitor in the cities. It also takes into account the "short haul" question.

LOCAL ZONE SYSTEM.

The territory around every postoffice within a 20-mile radius will constitute a local zone, within which local rates will prevail. These local zones will overrun Provincial boundaries wherever the postoffice is located within 20 miles of such boundaries.

The local zone rate is expected to be of considerable benefit to merchants in small centres, who will thus have the advantage of posting at a lower rate than that paid by the large stores of the big cities beyond the 20-mile zone. The local zone rates will be:

	Cents.
One pound	5
Two pounds	6
Three pounds	7
Four pounds	8
Five pounds	10
Six pounds	12
Seven pounds	14
Eight pounds	16
Nine pounds	18
Ten pounds	20
Eleven pounds	22

There will be seven major provincial zones, the Maritime Provinces comprising one. In sending a parcel across the continent there will be an additional charge for each additional zone or province through which it passes.

Eleven Pounds Weight Limit.

Eleven pounds is the weight limit under the new system. It will be noted that after four pounds the rate increases by 2 cents per pound. For the first three months of the parcels post the Department will accept parcels up to a six-pound weight only. This is to provide against a rush of business at the outset before the facilities for handling the parcels post have been fairly tested.

In connection with the regulations regarding the system there will be full instructions for farmers and others regarding the methods of sending farm produce, such as butter, eggs, vegetables, and fruit.

Comparison With Express Rates.

From the rates above mentioned it will be seen that up to a certain point Parcels Post will be cheaper than express in Ontario. Let us consider the 20-mile zone and compare the rates:—

	Parcel Post	Express
1-lb. parcel, 20 miles	5c	25c
2-lb. parcel, 20 miles	6c	25c
3-lb. parcel, 20 miles	7c	25c
4-lb. parcel, 20 miles	8c	25c
9-lb. parcel, 20 miles	18c	30c
11-lb. parcel, 20 miles	22c	30c

For places immediately outside the 20-mile radius, the express companies would be on more equal terms for parcels beyond 4-lb. weights. Outside the local zone, for instance, the postal rate on a 10-pound parcel is to be 46 cents. The express rate for a similar parcel is 30 cents. The 46 cents will, however, take a parcel from Toronto to Port Arthur, while the express companies would charge 75 cents for the same service.

Express Company officials say that the 20-mile radius round Toronto is not wide enough to make any material difference in the cost of such articles as butter and eggs.

"Much of Toronto's supply of these articles," said one official, "comes from points more than 20 miles distant. We transport a case of 12 dozen eggs from such points for 30 cents, and send back the container for 5 cents. This is cheaper than any rate the Parcels Post can offer, considering the fact that they will have to charge full rates for sending back the container."

In isolated rural communities, miles away from an express office, the Parcels Post will be found more advantageous. Instead of having to drive perhaps ten or fifteen miles to get an express package, merchants can have goods delivered at their doors by the mail carriers.

To places outside Ontario, the following comparison will prove interesting:—In the zone which includes Quebec and Manitoba the Parcels Post rates are:—1 lb., 10c.; 2 lbs., 16c; 3 lbs., 22c.; 4 lbs., 28c; 5 lbs., 34c; 6 lbs., 40c; 7 lbs., 46c; 8 lbs., 52c; 9 lbs., 58c; 10 lbs., 64c; 11 lbs., 70c.

Express rates to representative points in these provinces are:—Montreal, 6-lb. parcel, 40c; Quebec, 6-lb. parcel, 55c; Winnipeg, 6-lb. parcel, 90c.

Parcels Post rates for the other provinces have not, at time of going to press, been announced.

The High Cost of Living Commission recently appointed by the Government was in Toronto this week. No public enquiry was held, the commission calling in those with whom it desired to communicate.

Hydro-Radials Are Now Needed

With the Unlimited Possibilities of Niagara Falls, the Province of Ontario Should Soon be Honeycombed With Radial Lines—Parcels Post Brings the Need for Radials Very Prominently Forward.

THE regulations of the new Parcels Post system provide the merchant with a means of holding his own against the aggressions of the mail-order houses. The local zone is the means provided of fighting the common enemy. It is not a high bulwark behind which the merchant can ensconce himself, safe from the competition of the catalogue corporations. On the contrary, it is a means of protection which protects only through active efforts. The merchant must be "up and doing," using the advantages of the local zone to the last cent of protection that it affords him.

And so the big problem facing the retail body in Canada to-day is to use the local zone, to reach by means of it the customers in isolated townships and back concessions who otherwise would be sending their money to the mail-order houses. Many merchandising problems are involved in this question of covering the territory in the local zone.

A suggestion growing out of the need of better facilities for reaching the surrounding districts is now engaging the attention of certain sections of the retail body and certain publishers. What is needed is more radial roads. Electric lines connecting nearby points do more than any other single factor to bring districts together, to establish freer communication and to build up local trade. To make Parcels Post an aid to the local merchant, more radial roads are needed.

Four years ago a radial was built through a section of country of great agricultural possibilities. This country was not as thickly populated, nor as prosperous as surrounding counties; and the reason was probably found in the fact that the transportation facilities were strangely poor. One railway connected most of the principal points in a round-about way. A second railway cut through one corner of the county. It took a whole day's journey to get from the county seat to the town next in importance and size.

Enterprising promoters launched the radial scheme, and finally put it through. The road was built from the county seat following a circuitous route which took in all the main towns and bisected the best part of the country district. It was completed something over three years ago.

Figures will tell in the most direct way the results which have been obtained. The population of the county seat has increased more during the three years than it had during the previous ten. A more active tone is felt in all the towns. The farmers state that they are doing better as the road gives them a chance to market their own goods and thus make a larger profit. Life in the farming sections has been rendered more enjoyable by the readier means of communication with the larger centres.

What is more important still, the business done by the merchants in all parts of the county has increased. The added prosperity has been felt by the general merchant at Smiths' Corners as well as by the big stores in the county seat. This is due to a great extent to the fact that the people from the country districts get into town more and, therefore, buy more. But it is reasonable to assume that it is due also to a shrinkage in mail-order buying in that county.

The problem of radial connection with radial sections becomes of double importance with the advent of Parcels Post. The merchant located in a town where radial connections are good, will be in a good position to send out goods to customers in a few hours' time. Farmers who hitherto have been compelled to do all their shopping on their occasional visits to town or by mail, entailing long delays, will be able to enjoy the privilege of sending in orders to town at any time and getting delivery in a few hours. Are they likely to purchase their supplies thereafter in any other way?

The merchant who has the advantage of radial connections and who advertises, should find the Parcels Post measure with its local zone, a lever for the increasing of his business.

As the need for radial roads is so directly bound up with commercial expansion, retail merchants should take an active part in their encouragement. A feature also which must not be lost sight of is the fact that, so far as Ontario is concerned, the development of the Hydro-Electric supply is solving the power problem. With the unlimited possibilities of Niagara power, the province should soon be honey-combed with electric lines, bringing increased comfort to the farmers and increased business to the merchant.

With Parcels Post here, no time should be lost in taking up the question of Hydro-Radials.



CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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HARD ON THE CITY DEALER?

WILL Parcels Post injure the trade of the town and city dealer?

That is a question which is seriously being considered by those merchants in the larger centres, a considerable portion of whose business is in butter, eggs, poultry, and other farm and garden produce. If the daily papers are to be the judges, farmers are going to send all their produce direct to the consumer in the cities by Parcels Post. It will mean, they say, more money for the farmer and will reduce the cost of living to the consumer. Is it going to hurt the town and city dealer?

There are a few opinions held by Canadian Grocer indicating that Parcels Post will do little damage to these merchants. First is that the farmer will be inclined to advance his prices to the level of those charged by the city retailer. When the postage is added on, the consumer will likely have to pay more. Second, the fact that the farmer will be carrying on a credit business with unknown people will cause him to go slowly. Occasionally he is going to lose money and once bitten, twice shy.

From the standpoint of the city consumer, he is bound to, once in a while, get bad eggs, inferior butter or poultry if he uses Parcels Post regularly. How is he going to get the farmer to settle the inevitable disputes? Might as well attempt to move Gibraltar. But if he purchases from the "corner grocer," the consumer knows perfectly well that a grievance is going to be righted at once.

The fact, too, remains that many city folk—and particularly those who would appreciate a lower cost of living—have not the ready money to send to the country for their butter and eggs. They get credit from their grocer from day to day, and are going to rely upon him for the bulk of their supplies. Most people in the long run buy from hand to mouth, and come what may, they will continue to give the daily or semi-weekly order to the man on the spot.

It would therefore not be surprising to find little produce passing from country to town when next Tuesday ushers in the long-talked-of systems of Parcels Post.

MAKING GOOD COFFEE.

QUITE frequently retailers have complaints from their customers that the coffee that they have been getting is not as good as before. This, in the majority of cases, is due to the customer herself, or rather the condition of her coffee-pot, or the manner in which she has been handling and making her coffee. A Canadian coffee firm offers the following recipe, and a list of "ifs" as a guidance:—

> "To one part coffee add seven parts water. First place the necessary coffee in the pot, then add the water at the boiling point. Boil the coffee and water together for five full minutes, not longer. Now pour into the pot a large tablespoonful of cold water; this will force the grounds to the bottom and render the liquid perfectly clear. Serve immediately with good cream, if possible. The above rule applies to the ordinary coffee-pot (which should be porcelain or granite lined) without filtering attachment of any kind. If you prefer a patent pot, follow the rule accompanying it.
>
> If a tin coffee-pot is used, with the plating worn off in spots, exposing the iron, poor coffee will result. If pulverized coffee is used in an ordinary coffee-pot without enclosing it in a close-meshed bag, the drink, in spite of all efforts to settle it, will be muddy. If the coffee-pot is not thoroughly cleansed each time after using, with clear scalding water, the next batch will be spoiled."

Retailers might, whenever a customer complains of her coffee, consult her on the above "ifs." A finger may be often put on the cause of the trouble immediately if this were done.

ACCUMULATION OF OLD STOCK.

SOME grocers make the bad mistake of letting old stock accumulate. That is, they are so occupied selling the new goods that they forget about the old. This causes loss in two ways, as the older stuff may eventually have to be thrown away, and besides, the store gets a seedy, unprepossessing appearance and custom is apt to be lost.

A housekeeper the other day remarked to the writer "what a creepy, musty feeling" it gave her to go into a store and see lines of shop-worn, fly-specked canned goods at the back of the shelves. It does not take much of that sort of thing to set the customer thinking that such a grocer is behind the times. This may be quite a wrong inference on the part of the customer, but it is a likely one. It is, therefore, the business of the retailer to see that he does not allow old stock to gather on his shelves or elsewhere. This may be done by pushing out the older stock

and getting rid of it at once before starting on the new. In this way, none will be lost and customers will not be detached.

Another point mentioned by the party referred to above was the lack of calling attention to new things on the part of many grocers. She went on to say, "You know it is mostly at afternoon teas and such places that I learn about any new food product being on the market; then I hear that Mrs. So-and-So had such a nice dish at her tea the other evening. So many grocers," she continued, "seem to think that if they have the new stuff somewhere in the store you will be sure to notice it; but that, you know, is not the case. Often if you are not looking for a certain thing you will not notice it."

Here, then, is something that every grocer can make sure he is not guilty of. By calling attention to new goods he will increase his sales and win the customer's appreciation.

TABLE SALT ANALYZED.

IN a bulletin on table salt, Chief Analyst A. McGill, of the Inland Revenue Department, reports the analysis of 139 samples collected during January and February of 1913. None of the samples, he says, can be regarded as in any way objectionable, still less as harmful, for the purposes of table salt.

At the same time, he points out, they vary in quality through a considerable range, as regards their freedom from other substances than chloride of sodium, which may be regarded as the essential and characteristic constituent of salt.

On the basis of calcium sulphate, however, 24 samples contain somewhat higher percentages than should be found in refined salt. Thirty samples show excessive amounts of insoluble matter. In all cases this was of a harmless character, and appeared to be purposely added to prevent the salt from caking. The analyst maintains that this addition should be noted on the label.

As yet, there are no Food Standards for salt, but this will be fixed probably within the present year.

SALES RECORDS OF THE CLERKS.

A BRANTFORD merchant has instituted a system whereby clerks are furnished in advance with a record of the sales made by them one year before, and an intimation that they are expected to equal or surpass these during the coming week. Associated with such a system is naturally one by which a clerk is kept informed of the relation in sales of his work by the month and by the year, with a comparative statement for the corresponding month or twelve months preceding. From the point of view of employer and clerk alike the method is an admirable one in furnishing a definite incentive to strain towards a goal that is the natural indication of progress, increased sales. Competition is a life-giver in business, and self-competition in the case of all whom ambition moves, is a potent stimulant. But from the standpoint of justice to the clerk financially, knowledge of his sales record is no less advisable. In a large store where individuals are more or less merged in numbers, this is often the controlling factor in granting increases where personal observation and a close study of each is out of the question. Where, however, the manager of a department receives no such returns or treats them, coming in monthly or weekly, as of no moment, this equitable mode of judging claims to higher salaries is nullified and a superficial impression or personal favor may become the arbiter. Nor does the clerk in urging his own merits, hold evidence of his growing skill and value to the store that of right belongs to him. When he asks for an increase and proof is demanded, what chance has he to vindicate himself?

THE EXCEPTIONAL SALESMAN.

SALESMANSHIP has become a most potent force. Business to-day is focussed on the selling end more strongly than on any other branch of industry. To market his product: that is the problem that the manufacturer is bending his energies upon. The best product that the ingenuity of man could conceive and engineering skill produce would be offered on an unresponsive market if the selling campaign were not aggressively handled.

Salesmanship has become the dominant factor in the retail store. Perhaps it would be better to define this phase of merchandising in a more general and comprehensive way by making use of the word "service." After all, salesmanship is service just as surely as service is salesmanship in the broadest sense. It is incumbent on the merchant who would succeed to offer the public the best possible service—the best stock, the fairest prices, the most attractive store, the most courteous of attention, the most compelling advertising. All these points are summed up under the word service and are, as a result, salesmanship in the fullest sense.

The efficient man will, therefore, be an Exceptional Salesman. To be exceptional he must possess more than the mere ability to make the sale of a specific article. He must be capable of establishing friendly relations with the customer. He must interest customers in goods other than what is asked for. In addition, he must understand the goods thoroughly and be in a position to explain how to use them; he must understand the value of proper arrangement and display; he must appreciate the importance of prompt delivery and courteous attention to complaints. In brief, he must understand service in its every phase and be prepared to follow out the idea of service in every particular.

Are YOU an Exceptional Salesman?

EDITORIAL NOTES.

THE POST OFFICES throw open their doors to Parcels Post next Tuesday.

* * *

BRINGING UP the public is much like raising the child. The more you pamper it, the more it wants.

* * *

AFTER BUBBLING and boiling for a good many years, Parcels Post has at last been prepared for digestion.

* * *

THE STRENGTH of onions is visible in more ways than one this year. The market has been steadily advancing.

* * *

THE BEAR SURELY saw his shadow on Monday last, and if the old legend holds true, there will be some frosty weather coming.

* * *

OUR OLD FRIEND, the "hawg" has come into his own. Because he can offer himself cheaper than fresh beef he is very much in demand these days.

* * *

THE IDEAL VALENTINE gift is undoubtedly an attractive box of candy. When the box or the candy is heart-shaped it is irresistible to the budding youth.

Valentine Confectionery a Good Line to Feature

Trade That Should be Gone After Aggressively This Coming Week—Heart-Shaped Boxes and Candy Appeal Strongly Now—Make Use of Parcels Post.

SAINT VALENTINE shot a long bow when he created many years ago what has since been known as St. Valentine's Day. Everyone knows the significance of this celebrated occasion—February 14. Later years has seen a development into the giving of billet-doux cards, and, where affection shows itself more strongly, the box of appropriate confectionery has been freely used by the budding swain. Sometimes, too, the husband has to give some special demonstration of affection to his better half to show that he still has a warm spot in his heart for home and fireside—and so the heart-shaped box of confectionery or the heart-shaped candy itself appeals to him.

A week from Saturday St. Valentine's Day will be here. The grocer has an opportunity to capitalize on this old custom during the next seven days. He should realize that the youth is susceptible to the arrow of Dan Cupid in the shape of a box of confectionery. He succumbs early in the struggle. Then why not put the temptation before him in as appealing a manner as possible?

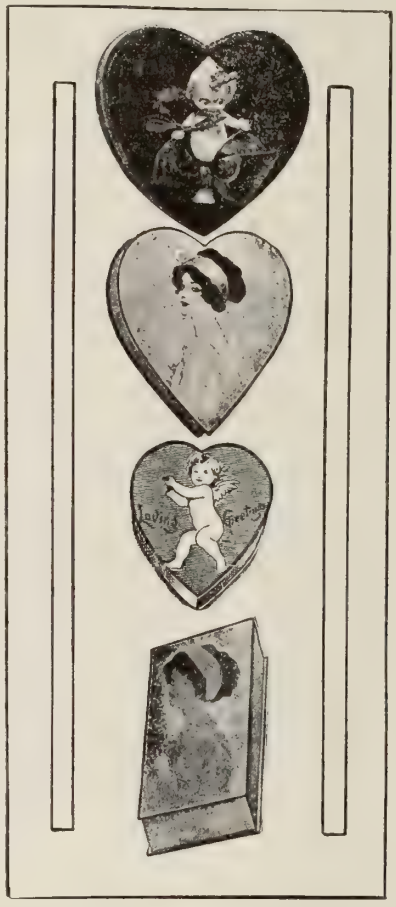
Created a Profitable Trade.

One dealer last year secured a large amount of candy trade prior to this date. To catch the eye of the youth a window display is more effective than one on the counter, although both should be made. This man made a display of heart-shaped boxes and candy, as well as boxes with attractive and appropriate pictures. The window was carefully trimmed with boxes and platters of the special Valentine stock, and a couple of neat heart-shaped show cards were displayed to advantage. One read: "A Novelty in High-class Sweets, per box $2.00," and the other, "A Delightful Valentine Souvenir, $1.00 per box." This window resulted in some good sales, with splendid profits, and justified the pains taken in making the trim.

Good use can be made of the newspaper advertising space just now by those who have a special Valentine stock of confectionery. The fact that every dealer does not go after the profits in Valentine confectionery leaves the field divided among a less number. This presents a splendid opportunity to those who cater to this special trade to get more people than everyday customers into the store, and hence opens the way to larger business. The following newspaper ad. suggestion will aid those who have this candy to sell:—

AN IDEAL VALENTINE GIFT.

Blank's pure bon bons and chocolates artistically packed in elegant boxes with dainty embellishments.



They reach the tenderest spot in your "Heart's Desire" and sweetly soothe the aching wound from Cupid's dart. Place your card in a selection from any of the following beautiful packages of sweets and we will insure safe delivery by our wagon to any place in the city.

	Complete
Souvenir Valentine Boxes....	$1.00
Valentine "Kewpie" Boxes...	2.00
Heart Dainties, per box	.50
Decorated Cream Hearts, 1 in box	.15
Heart-Shaped Boxes, filled,...	.50
to	3.00

As stock is limited, please send in your orders early.

Confectionery By Parcel Post.

Advantage should be taken after February 10 to sell boxes of candy to be delivered by parcel post. Beginning next Tuesday, a one-pound weight may be sent within a radius of 20 miles for 5 cents, a two-pound for 6 cents, etc. (Other rates appear on another page of this issue.) Outside the 20-mile zone in the same province one pound may be sent for 10 cents, two pounds for 14 cents, etc. As the sending of candy to outside points is more or less common to every town and city in Canada, parcel post will greatly benefit the retailer who goes after this business. In this connection why not insert an advertisement in the local paper to this effect:—

SEND YOUR VALENTINE CANDY BY PARCEL POST.

If she lives twenty miles or less from here, you may post a box for 5 or 6 cents. If beyond 20 miles just ask us about the rate, when it will be gladly given. Our stock of dainty heart-shaped and other appropriate boxes is complete. (Follow up with a list and prices if thought advisable.)

An ad. like the above should bring in good business to any reliable dealer.

COLD STORAGE BILL.

If the bill introduced into the House of Commons by Geo. H. Bradbury, of Selkirk, passes governing cold storage warehouses, no cold storage warehouse shall be operated without a permit from the Dominion Government, and food which has been placed in cold storage and has been removed for sale cannot be returned to storage. Every article of food placed in storage shall when exposed for sale bear a label containing the words "cold storage goods," provision being made for monthly returns from every warehouse of all goods contained therein, together with dates when placed there.

A report is also to be made of goods which have been removed during the month and penalties are provided for any violation of the act.

The length of time during which goods shall be permitted to remain in storage are as follows: Beef, veal, lamb, pork, sheep and poultry, four months. Eggs seven months; fish and butter, six months.

It is, however, quite likely that this will be somewhat revised before it becomes law if it ever does become law.

Use Pork Products to Lower the Cost of Living

Bacon and Ham Lower Than Fresh Beef and They go Much Further—Authorities Say, Too, They Are More Wholesome—Now the Time to Cultivate the Public Taste for Them.

Fourth of series on "Lowering the Living Cost."

WHEN fresh round beefsteak is retailing at 24 cents and more a pound and breakfast bacon at 23-25 cents, it is time for the retail grocer to sit up and take notice. It is admitted by most people to-day that the price of beef is higher than the price of pork products, and to this story there hangs a moral for every man in the grocery trade. If it be true that beef prices are higher than pork products—and the men in the trade themselves say it is true—then why should not the grocer reap the benefit? A proper understanding of the relative values of the two meats as food is all that is necessary to be able to build up a large and profitable trade in bacon and cured pork.

Goes Further Than Beef.

As everybody knows, a pound of bacon will go much further than will a pound of beefsteak. Why? As one large dealer says, it is because the bacon is a condensed food, and, therefore, contains more nourishment and is more satisfying in proportion than the beef. It would be no uncommon sight to see a husky man with a healthy wife sit down to a pound of beefsteak, and, like Jack Spratt and his wife, "lick the platter clean," but it would indeed take a husky pair to "put away" a pound of bacon or cured ham at one sitting. The reason of it is quite simple—by the curing process the meat has become so condensed that a large quantity of nourishment is stored up in a very small space, which is not the case with beef.

Bacon Prescribed for Invalids.

But this property as a condensed food is not the only one that the cured pork has. As a food for invalids or people with delicate stomachs it is much prescribed by medical men. Cured pork, remember, is not fresh pork, but is a far more healthy article. The curing process helps to predigest the food particles of the meat, and thus makes it especially suitable for all those who have any tendency towards stomach trouble. Besides, it cooks quicker than beef, and is less trouble to handle, and there is practically no waste to it at all. As a heat and energy producer "it can't be beaten," was the way one man put it.

Some interesting comparisons of the body-building values of beef and pork products are given in Nelson's Encyclopedia. In all meats the fats supply heat and energy; the ash supplies mineral matter and builds up bone. According to this table, beef contains 60.7 per cent. water, 12.6 per cent. fat and .9 per cent. ash. Smoked bacon contains 16.8 per cent. water (much less than beef), 61.8 per cent. fat, and 4.2 per cent. ash. This makes it quite plain at once which is the better food for anyone requiring a healthy, stimulating, bone-building article of diet.

As to the tastiness of bacon or smoked ham little need be said. Most people have their appetite whetted to keenness by the appetizing odor which the sizzling pan gives forth, and there are few who will need a second invitation to partake.

A SPLENDID OPPORTUNITY.

This article, one of the series on "Helping the Consumer Lower the Cost of Living," should be read carefully by every dealer. It is a fact, evident to all, that a pound of bacon or ham will last longer than a pound of beefsteak because the bacon and ham are more condensed than the steak. On this page is quoted an authority on comparison of food values, which in itself lends a most forcible talking point to those who decide to push more strongly pork products. Sausage is another line that should be suggested to customers as a cheap, wholesome meal can be made from it at little cost. Now is the time to extend the sale of all pork products. Prices are lower to-day comparatively than for two years, and with the added stimulus of their splendid nutritive value, these goods should, with a word or two from the grocer, create much new business.

Grocers Should Push Provision Sales.

Now, where does the grocer come in on all this? The cannibal king told the missionary that he came in after the soup, but the grocer should come right along with the bacon, pushing it just as hard as ever he can. "Yes," one dealer in pork products said to the writer, "I left the fresh meat business some time ago because there was more profit in the cured meat lines. Besides, the price of beef is getting prohibitive to the smaller dealer, and there is so much waste in fresh meats compared with cured that it eats up all the profits. It's not so bad just now," he continued, "but in the hot weather the waste is large and, of course, that is not the case in the cured meat lines."

If this man, formerly a butcher, can make a good thing out of cured meats, why cannot more grocers? The burden of the high cost of living on those not in affluent circumstances has offered him a splendid opportunity of driving home a point with the consumer, in favor of these goods. According to prices quoted in most stores to-day, pork products are the cheaper pound for pound, and when you remember that one pound of bacon is equal in food properties to from one and a half to two pounds of beef the cheapness is increased much more. The grocer can handle this line without running any risk of loss if he takes proper care; he has a good opportunity just now and everything in his favor.

They Sell Themselves.

Besides, provisions are a thing that are easily advertised. In fact, if properly displayed they sell themselves. Under a nice glass case what could be more inviting than a nicely-cut roll or piece of cooked ham? "Do you know," said a man the other day, "when I pass a butcher shop where the meat is clean-looking and well displayed it always makes me hungry," and that is the way a good many others feel. The grocer might gain trade easily by making a display of the cured article in his window, and adding cards, bearing legends such as these: "Why Worry over Dinner: Get Some Bacon;" "Wholesome, tasty, fragrant ham, only 23c lb." etc. During the coming months the aggressive grocer should cultivate the taste of his customers for these lines. Many butchers give their opinion that beef is not likely to decline in price, for some time at least. Now is the time to develop the appetite of the consumer for bacon and ham when prices are low.

Sell Meat Sauces as Well.

When selling provisions a splendid opportunity is given to the grocer to sell at the same time meat sauces, catsups, pickles, etc. Pork products, appetizing in themselves not only suggest the further delicacy of some spicy relish but stimulate the desire for such extras as well. Particularly is this the case at this season of the year when home supplies of fruits and vegetables are getting low and the palate craves for something of a vegetable nature.

Giving Prominence to Your Provision Department

Getting provisions to the front—giving them prominent counter and window display—making price leaders on special days. Turning printers' ink into dollars.

The grocer who shoves his provision counter back into a corner will never corner the provision business. That's not a mere statement—it is a fact proven beyond the shadow of a doubt. And besides limiting his provision sales he puts the curb on one of the best business-pullers at his disposal.

Meats have Large Sale

The household meat bill runs into a goodly sum every month—a sum far exceeding almost any other commodity handled by the grocer. Whether cured, cooked or fresh pork, it is worth pushing right to the fore and keeping there, neatly displayed and ticketed so that the good housewife may compare pork prices with beef.

Pork is Cheaper than Beef

The high cost of living has become such a stern reality in the average home that the shrewd housewife must needs watch carefully and arrange her daily menu to effect every little economy possible. She can reduce the meat bill very considerably by using more pork, for it not only goes farther, but costs less per pound than fresh beef.

GUNNS QUALITY BACON
Special for Saturday
28c. lb.

SHOW CARD EXAMPLE

Counter and Window Displays

A counter nicely arranged with hams, sides of bacon, trays of sausages, tenderloins, pails of lard, etc., etc., will attract the attention of the people and result in increased sales. Place a special display here and there with a price ticket, and you will bring quick, profitable results. The window, of course, is by all odds the best and most direct advertising medium any grocer can have. When attractively dressed with provisions, it cannot help but bring results. The illustration here shown gives an idea of the prominence one Western grocer gives his meat and provision department. It has paid him well. It will pay others.

Making Price-Leaders

A great many provisioners and grocers arrange to have a line or two of meats on sale, at slightly reduced prices for special days. A unit trim may be made of these in the centre of the window the day before and ticketed with neat, plain cards, such as shown herewith. It is also well to use the daily papers in making your announcement. Naught but the best results can come of this co-operative advertising.

Turning Printers' Ink into Dollars

The card type of newspaper advertising as shown in Example No. 1 has long since been tabooed as far as direct results are concerned, and has given place to the kind that turns every drop of printers' ink into actual profits. Example No. 2 shows the advertisement which co-operated with the windows, with the counter displays, with the sales-people.

It must bring results in quick turnover, and at the same time keep the firm's name before the public just as much as the card style.

John Smith
44 Fifth Ave. West
Meats and Provisions

AD. EXAMPLE NO. 1

Gunns Quality 28c lb.
FOR SATURDAY ONLY
For one day only we will sell the famous Gunns "Quality" Bacon at 28c per lb. See window display to-night.
28c
John Smith, 44 5th Ave. West
MEATS AND PROVISIONS

AD. EXAMPLE NO. 2



A business-pulling display of provisions by a Western Grocer

"GUNNS QUALITY"

HAMS AND BACON

well displayed will bring the steady trade and catch the passers-by

A nicely arranged window, a good counter showing and a little newspaper boost now and then will, if you handle Canada's best pork products—"Gunn's Quality," bring the trade to you.

With pork considerably lower than beef you can, by way of suggestion, do a service to your patrons and bring new business to your store. Pork is more economical than most other meats because it goes farther.

"Gunn's Quality" products should be on display now in your meat department. Write to-day and introduce them next week.

Get a Sample Shipment.

PORK and BEANS



PORK and BEANS

A Case of Good Judgment

GUNNS LIMITED - PACKERS and REFINERS TORONTO

Lessons That Are Learned from the Inventory

The Need of Taking Stock at Least Annually is Emphasized—Too Many Merchants Think They Are Better Off Than Actual Conditions Show—Special Instances Cited.

Third of series written for Canadian Grocer by William Cambell.

IT is my intention in this article to go thoroughly into some phases of stock-taking. The subject will perhaps seem a little untimely, as most retail merchants take their inventory during the first few weeks of the new year. In many respects, however, the present is the most suitable time possible. I venture to say that a large proportion of the merchants who have finished up their stock-taking either did not carry out the work on the most thorough basis or failed to comprehend all that their inventory had to teach them. Perhaps, therefore, the facts which I desire to present are likely to impress themselves thoroughly when the work of stock-taking is still fresh on the mind.

What Inventory Shows.

The first point to be brought out is the importance of the annual inventory. In the first place, it lets you know for certain what your stock is, and by including it in your assets your balance sheet when prepared by an accountant will show you how you stand. Secondly, if you took stock a year before, the difference in the amount of your surplus item will show your net gain during that period. Thirdly, if you have kept a purchase and sale journal and know the amount of your total purchases and total sales, it will show your gross profit—a most important point, because it will show you for certain what percentage of profit you have made, not what you think you are making. For instance, if you have put 40 per cent. on to your cost your stock-taking should show that your gross profits have been 28½ per cent.

Stock-taking tests your profits and determines if there is any leakage, so that at least stock should be taken once a year for that reason alone. The biggest and most progressive stores keep stock systems to tell them what their stock should be at any time, and if anyone could say with reason: "Oh, I take stock only once in about three or four years, because I have a good idea of what I have," it would be them. Yet, we find that the firms with the best records take stock the most frequently. Why? Because it pays them to do it, and they are in business, and they have big business because they have the right methods and know every detail of their business.

The writer knows men conducting large stores and enjoying the reputation of aggressiveness who have not taken stock for three years or more. They claim they have a good idea of what their stock is. I have tested this knowledge on several occasions and I would not risk a nickel on it.

A man starts in business and does $5,000 a year; he has five-thousand-dollar ideas, and possibly knows the amount of stock he is carrying; his business grows and he is doing three or four times that amount. That man's stock will have outgrown that man's ideas, and if he takes stock he will find that he has a great deal larger stock than he thought he had.

The Man Who Thought He Knew.

I was consulted by such a man once, and he wanted his business put in order. He confided to me that he knew all about it himself, but that he wanted to show it to a partner who was to get a share. I asked him how much stock he had, and he told me confidently that he could tell any leakage directly, and he almost apologized to me for his weakness in allowing an inventory of his stock to be made. It showed $6,000 more stock than he thought he had. I do not think he has quite forgiven me yet, but he increased his insurance, fired the man who kept his stock and put fresh energy into his sales department.

How to Go About It.

The next phase to be considered is the proper method of procedure in taking stock. It is a fact that many retailers who take stock out of a sense of duty carry out the work in such an incomplete way that it is really useless; worse than useless, for the merchant accepts the totals at their face value and believes he knows how his business stands. An incomplete inventory will often give a merchant an entirely erroneous idea of his standing and lead to the adoption of suicidal methods.

I remember one instance where a certain merchant had been carrying out his stock-taking each year quite regularly, but doing so on a slipshod basis that amounted in reality to guessing at what he had in stock. To make it worse, he based each succeeding year's inventory to a great extent on that of the previous year, with the result that each year he got further away from the truth. When the time of readjustment came—as it must come in all such cases—the difference between the real value of the stock and the figures on the books was almost unbelievable. It was great enough to create a suspicion of dishonesty in some minds, but I knew that the whole difficulty had cropped up through sheer carelessness.

System for Recording Stock.

Now, how is stock to be taken so that every article shall be taken down for certain and a prominent record kept, one that can be referred to and any article traced at once—a list that anyone can go over and check quickly? For this you need sheets numbered 00 to 99, and as it is generally sufficient to have 50 on a sheet, you need two sets of sheets, one set numbered 00 to 49 and the other 50 to 99. The reason for this is that you only need two lots of printing, even if you require hundreds of sheets; after you get to 99 you add the figure 1 to the 00 and you have 100.

Previous to taking stock a ticket must be placed on each article or package to be taken, and, as it is taken down, the number on the list is marked on the article or package; the first article will be numbered 00, the second 1, and so on. The articles must be taken down in exactly the same order as they are arranged, so that a package numbered 40 would be between articles numbered 39 and 41.

If this system is thoroughly followed out you will get all your stock down and nothing down twice .

These sheets should be filed in a post binder and then you have a permanent and reliable list of your stock.

The experience of the writer extending over twenty years devoted to a study of business methods has shown him the necessity of taking stock frequently. Profit by this and you will never regret it. It is simple but it is comprehensive. It enables the merchant to cover the ground and to thoroughly estimate the stock.

At another time I will have something more extended to say with reference to the lessons which can be drawn from the inventory.

ONE OF HIS BEST INVESTMENTS.

The MacLean Publishing Co., Ltd.

Dear Sirs.—Enclosed please find two dollars in payment to Sept. 30, 1914. One of my very best investments is my subscription to Canadian Grocer.

J. F. DOULL.

New Glasgow, N.S., Jan. 27, 1914.

The Clerks' Page

By the Cub Reporter

SELLING BETTER OF TWO TEAS.

Last week a question was put to clerks on this page in regard to selling the better of two teas. The first answer received arrived on Saturday morning last from Ernest W. Rundle, of Bowmanville, Ont., and is herewith reproduced:—

"In answer to your problem in Canadian Grocer. I send the following answer:—

"In taking down the tea from the shelf I would tell the customer that at the gardens they have different grades of tea, such as they have of apples (as the customer would be familiar with the different grades of apples and would understand the explanation better), and they put them up in packages according to quality, the better grades being higher priced, therefore the 40c quality is much better blend than the 30c, and would not take so much tea to produce a cup. It's true it is ten cents dearer, but not requiring so much at a drawing would be cheaper in the end, besides having a better flavor.

"From the standpoint of the employer it would mean more profit to him, and having a satisfied customer, she will when she finds out the goods are as good as recommended will come back to the store again and naturally to the same clerk. She has proved his word about the goods he sells and will take it again for new goods when introduced. This makes the clerk more valuable to his employer."

• • •

Editor Clerks' Page.—In answer to your tea problem in last week's issue of Canadian Grocer, I might first state we are at the present time trying to increase the sale of our 40c teas. My employer is making 5 per cent. more on the 40c tea than he is on the 30c, and he is giving the customer better value for her money. I have, for instance, two customers from whom I take orders each week, and whose families are about the same size. One customer uses 30c tea and the other is using the 40c line. The customer who uses the 30c tea uses 1 lb. each week, while the other using the 40c tea just uses about half the quantity.

Now, you may say one makes stronger tea than the other, but in my own home we use 40c tea and find it takes much less than it does if we were using the 30c, besides having a much better tea.

When a customer asks me the difference between the two I explain, as above, that she is getting better value for her money, and that any of our customers who have tried the better tea are now regular customers for that tea.

While writing this letter I referred your question to a woman customer. She asked me the difference, and I read a portion of this letter, and she has decided to try a ½ lb. of the 40c tea.

J. E. GILL,
With F. D. Gill, general merchant.
Burnhamthorpe, Ont.

ORIGIN OF ST. VALENTINE'S DAY.

Editor Clerk's Page.—Please tell me the origin of St. Valentine's Day. We had a little discussion on it yesterday, and several origins were mentioned. We then decided to ask you.

RETAIL CLERK.

Edmonton, Alta.

Saint Valentine's Day, the 14th of February, is so-called after a Christian martyr of the Roman period. The custom peculiar to the day of exchanging missives of affection and love, is believed to have been handed down from the Roman festival of the Lupercalia, celebrated in the month of February, when the names of young women were put into a box, and drawn out by men as chance directed. For many centuries, if not up to the present time in certain remote districts, Saint Valentine's Eve was celebrated in a manner very similar to the fashion of Roman heathen times, maids and bachelors throwing billets with their names on into a receptacle, and drawings therefrom by chance the name of some one of the opposite sex, who become thereupon for the year following the "Valentine," or chosen companion, of the other more or less lucky individual. The sending of valentines by message or mail is one outgrowth of the custom formerly prevalent.

THE ENCYCLOPAEDIA

GROUND MUSTARD.

There are no food standards as yet in Canada for mustard. Chief Analyst McGill of the Inland Revenue Department intimates in a recent bulletin that these standards are under way, but admits that the task is not an easy one. The definition given by United States Department of Agriculture is as follows:

"Ground mustard is a powder made from mustard seed, with or without the removal of the hulls and a portion of the fixed oil, and contains not more than two and five-tenths per cent. of starch and not more than eight per cent. of total ash."

This definition, according to Mr. McGill, "leaves much to be desired, as it makes no reference to the component (volatile oil) upon which the real value of ground mustard depends, whether considered as a condiment, or as a vesicant.

"It will be seen on looking through the tables in this report, that very few samples of mustard found on the Canadian market are free from starch and turmeric. Nor is it to be understood that the addition of starch and turmeric is made for purposes of fraud. Certain brands of this condiment, which have been on the world's markets for generations, and have received recognition and honors at international exhibitions, are avowedly mixtures of mustard farina with other materials. The public have approved of these compounds; and other manufacturers have, on this account, been led to imitate them. It may be, as alleged by some makers, that the presence of starchy matters is necessary, to give better keeping quality to the article, which without starch, tends to become lumpy and sticky; that turmeric is desirable to give a pleasing color to mustard, especially when mixed with water for the table; that the removal of a large percentage of the fixed oil is necessary to permit of satisfactory grinding and sifting.

Current News of the Week

Quebec and Maritime Provinces.

Jas. J. Gillis, Gillis Bros., Irish Cove, N.S., is dead.

James P. Carr, grocer of Steeps Creek, N.S., deceased.

E. Lamarre & Co., grocers of Montreal, have registered.

Lizotte & Frere, Montreal, groceries and liquors, have registered.

W. Forbes, Forbes, Nadeau, Montreal, was in Toronto middle of this week.

The Henryville Canning Co., Ltd., Henryville, Que., has been incorporated.

A. A. Buchanan, of Maclean Bros., general store, Neils Harbor, N.S., is dead.

T. E. Price, Sultana Limited, Montreal, is expected back from England this week.

Henri Jonas, Henri Jonas & Co., sailed on Monday last for France where he will visit the factories of his principals and at same time enjoy a holiday.

Zephirin Hebert, president Hudon-Hebert & Co., Limited, Montreal, is expected back from an extended holiday on the Continent about the middle of this month.

The annual meeting of shareholders of the Canada Starch Company was held in Montreal last week, and no changes were made in the directorate of officers. The following were re-elected: George F. Benson, president; Charles R. Hosmer, 1st vice-president; Lloyd Harris, Brantford, 2nd vice-president. Other directors are: Hon. Robert MacKay, W. R. Miller, W. B. Blackader, Sir Edmund Osler, Toronto; W. D. Matthews, Lomer J. Warren, Toronto; and A. M. Nanton, Winnipeg. Joseph Ruddy, Brantford, is secretary and general manager.

Another serious fire broke out at beginning of week in Montreal, in which a few concerns interested in grocery trade were in danger. The premium department of the Comfort Soap Co. suffered damage, while the rear of premises belonging to L. Chaput, Fils & Cie, Limitee, were almost licked by the flames. Armand and Emile Chaput, directors of latter concern were on the spot and after the danger had been overcome turned their premises into a "restaurant," serving the firemen with hot coffee, etc.

Nelson B. Smith, of Smith & Proctor, produce merchants, Halifax, N.S., died last week after an illness of two weeks. He was one of the best known business men in the Maritime Provinces. Deceased was president of the Union Bank of Halifax at the time of the amalgamation with the Royal Bank of Canada, president of the Nova Scotia Pure Milk Company, Eureka Woolen Mills Company, Maritime Baptist Convention, member of Board of Directors of the Y.M.C.A., and a governor of Acadia University. He was 42 years of age

Ontario.

J. J. McGill, Cavan, Ont., has sold his general store to M. McDowell.

Louis Joyce, grocer, Bronte, Ont., has opened a branch store at Oakville, Ont.

S. Barber has opened a grocery business at 128 East King Street, Berlin, Ont.

E. G. Tucker has purchased the grocery business of Alec George, Berlin, Ont.

F. Frey has purchased the grocery business formerly conducted by J. C. Heimbecker, Berlin, Ont.

Chas. Cliff of Vancouver, B.C., is endeavoring to secure a site in Napanee, Ont., for a condensed milk factory.

F. R. Mackie, formerly of Vasey, Ont., and late of Calgary, has bought out Frank McMurtry, of Midland, Ont.

Barkey Bros. propose to establish a canning factory in Tillsonburg, Ont., the company to be capitalized at $40,000.

A recent fire in one of the warehouses of the Dominion Sugar Co., Wallaceburg, Ont., destroyed some 8,000 tons of sugar.

Irwin Bros. have purchased the business of the late Mrs. Tomlinson at 1008 Bathurst street, Toronto, and opened out this week.

Defective wiring was given as the cause of a $1,300 fire in the warehouse of J. Ferguson Giles' grocery store on Yonge street, Toronto, last week.

The Waterloo County Institutions, the County Jail and the House of Refuge will purchase half their grocery supplies from the Waterloo grocers. Heretofore all were bought from grocers of Berlin, Ont.

The Earle Co., Ltd., of Creemore, Ont., has sold their business to C. H. Gerbig, of Toronto. This store was opened 21 years ago on a small scale, and last year had a turnover of $72,000. Mr. Earle is retiring.

John McDermid, Georgetown, Ont., was recently appointed postmaster for Georgetown. He is continuing his business, having a staff of clerks which will enable him to devote his attention to his postal duties without harm to his business.

A. Puccini, president and manager of the A. Puccini & Co., Ltd., makers of macaroni, etc., Toronto and St. Catharines, Ont., was operated on in the General Hospital, Toronto, on Thursday, Jan. 29. Six weeks ago he injured his leg, which has got gradually worse, making two operations necessary.

Harry C. Marlatt has made arrangements to again enter the grocery business in Simcoe, Ont. Mr. Marlatt has been traveling for about five years covering territory from coast to coast. During the past year he was specialty salesman for the Dominion Canners, working from Cobalt to Sydney, N.S. The new store will be opened March 1.

W. H. Millman & Sons, of Toronto, have opened out a branch of their business in Vancouver, under the managment of P. F. Millman, who has been there connected with H. Donkin & Co. for the past year. Percy Millman, as he is familiarly known both in the East and on the Coast, used to be in the Toronto office so is familiar with both Eastern and Western conditions.

Western Canada.

The Imperial Grocery, Regina, Sask., has changed hands, the new proprietors being E. J. Butler and J. Hughes.

The Columbia Macaroni Co., Lethbridge, Alta., have installed their machinery and will start operation this month.

A. R. Millard & Co., grocers, Port Coquitlam, B.C., has completed the construction of a new block and moved in last week.

The Blue Ribbon Tea Co., Winnipeg, sustained a heavy los by fire last week. The stock of tea is estimated in value at $250,000, with the loss covered by insurance.

R. A. Donaldson's grocery store at 1833 Fourth avenue west, Vancouver, B.C., was completely gutted by fire on January 26th, damage to the extent of $2,000 being done. The insurance was about $1,500.

An indication of expanding business is the moving of Sam Evans, of Nanaimo, B.C., into larger quarters. Mr. Evans has had a grocery store at Victoria Crescent, and now is located in the Brumpton & Dempsey block.

Raw Sugar Weaker Again; Tea Market Firm

Advance in Tea Prices Not Improbable—Prices of Refined Sugar Locally Unchanged—Beans Advance in Toronto—Canned Goods Moving Out Well.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
Advance in butter of 1c.
Eggs decline. New laids 2 to 3c per dozen; selects 3c; No. 1s, 1c.
Fowl, live, advance 1c.
FRUITS AND VEGETABLES—
Apples up 50c barrel.
Cranberries advance to $16 per barrel.
Bananas up 25c.
Grapefruit up 25 to 50c.
Marmalade oranges up 25c.
Pineapples, 24 size, up 25c.
Boston lettuce down 25c.
Spanish onions up 25c.
Red Danvers up 25c.
Brussels sprouts up 5c.
Spinach down 25c.
Cauliflower quoted at $3 per crate of 2 dozen.
FISH AND OYSTERS—
Haddies advance 2c; fillets 1½c; white fish ½c; No. 1 Quebec eels, ½c.
Live lobsters 7c, boiled lobers 9c.
No. 1 green cod, large, $1.00; medium and small, 50c.
Imported Scotch kippered herrings, box of 40, up 10c; herrings, 100 count, 50 lbs., up 25c.
Boneless codfish has declined ½c lb.
FLOUR AND CEREALS—
Mill feeds advance. Bran $1.00, shorts $1.00, middlings $1.00.
Flour market much brighter.
GENERAL GROCERIES—
Sugar market much firmer for raws.
Shelled walnuts monopolized by firm in France; advance of 2c result.
Revised list of prices for all kinds of nuts.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
Advance expected in provisions.
Creamery prints and solids (storage butter) drop 1c.
New laid eggs and selects drop 4c.
No. 1 storage eggs decline 2c.
Honey prices decline.
FISH AND OYSTERS—
Brisk trade in all lines.
Scotch kippers on market at $1.75 to $2.25 per box.
Haddies advance another cent.
Market codfish, whitefish, tulibees and dressed pike decline 1c.
FRUIT AND VEGETABLES—
Winter apples advance 50c.
California oranges easy at $2.50-$2.75.
Seville oranges down to $2.50.
Potatoes advance to $1 and $1.05.
Parsnips firmer.
FLOUR AND CEREALS—
Winter wheat up 5c all round.
Cornmeal drops to $2.15 and $2.20.
Bran, shorts and middling advance $1.
Feed flour up to $1.55 per bag.
GENERAL GROCERIES—
Sugar market firm.
Package dates at 7 to 8c.
Prunes at 12½ to 14c.
Beans advance 15 to 20c.
Advance in teas possible.

QUEBEC MARKETS.

Montreal, Feb. 4.—The market this week is rather quiet and business has dropped off slightly. Conditions, however, each year at this season are expected to be a little quieter than usual. As soon as stocks become more or less depleted business is bound to pick up once more and continue steadily from then on.

SUGAR.—The market this week is much the same as was reported one week ago. There are quite a number of orders being received at the present time but they are mostly for small quantities. In face of the stronger U. S. market some buyers seem to think there is apt to be cheaper sugar and are patiently waiting for a further decrease. The market for raw sugar is reported to be firmer, and if this condition continues the waiting ones will no doubt be disappointed.

There has been quite a noticeable increase, however, in the demand and local wholesalers attribute this to the marmalade season which is opening up. Most of the orders, however, are small.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—As stated last week present stocks are none too heavy; in fact, there are quite a number of houses here who cannot supply orders as their stocks are completely exhausted in some lines. There is a great demand for prunes, one local merchant claiming that they were keeping up remarkably well. The other lines are receiving attention but it is not nearly so heavy. However there is no telling just how heavy this might be if stocks would permit. The same prices remain in effect.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07½
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—The demand is much the same as in former weeks with the same prices in effect. Local merchants are well pleased with business passing the last few weeks as it is above their expectations. All lines are moving out well. India blacks and greens are in good demand while Chinas are not moving out quite so freely.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 60
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12½
Virginia No. 1	....	0 13½
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 60

COFFEE.—Reports received at this offices are to effect that the crop receipts at Rio and Santos are breaking expectations and aggregate some 11,369,000 bags as against 9,596,000 in the year 1913 and 10,301,000 bags in 1912.

The primary markets are reported as being dull in the spot trade. Locally the conditions remain practically unchanged from last week.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

RICE and TAPIOCA.—Both the prices and the demand remain unchanged from one week ago. Although cheaper prices are looked for by local merchants in the spring this report has not had any effect on the local market as yet.

	Per cwt.
Rangoon Rice—	
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 29
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¾ 0 05½
Quarter bags, 56 lbs.	0 05⅞ 0 06

Velvet head Carolina	0 09	0 10
Sago, brown	0 04½	0 05

SPICES.—There is little to report in this market. As is usual, there is a quiet, steady demand going on with the same prices in effect. There is not much change looked for as the market is not as a rule subject to much change, if any.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Barrels or boxes 2 cents per lb. below tins. Pails or 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

MOLASSES and SYRUPS.—There is nothing to report in this market after the decline of four cents per gallon in molasses last week. The demand is unchanged and last week's prices remain. There is just a quiet but steady business passing.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.40	.37	.35
Barrels	.43	.40	.38
Half barrels	.45	.42	.40

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lbs. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple Sugar, pure, per lb.	0 10 0 11

NUTS.—A report has reached Montreal to the effect that a firm in France has a monopoly on shelled walnuts with the result that there has been an advance in the price of two cents. This fact, if it be true, coupled with poor crops can be easily held responsible for the rise. There has also been an advance in shelled almonds of two cents. Pecans have declined two cents, almonds 2½ cents, walnuts two cents while brazils have advanced 1½ cents.

Shelled walnuts, per lb.	0 37	0 39
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Finest filberts	....	0 13
Pecan	....	0 18
Almonds	....	0 19
Walnuts	....	0 18
Brazils	....	0 24
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—The demand is only light with the same prices in effect.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

ONTARIO MARKETS.

Toronto, Feb. 4.—With regard to amount of business being done at outside points, reports of travelers are somewhat conflicting. The majority of them, however, point to better conditions through the country, probably owing to easier money, and collections are said to be very fair. Tea remains very firm, and sugar market is very satisfactory. Raws are reported a little weaker than last week, but prices of refined are unchanged. Conditions generally seem to be brightening up. Prepared soups are said to be in good demand, and are passing out in large quantities.

SUGAR.—While tone of refined market is as firm as ever, raws are reported to be fractionally weaker, on account of recent forced sales, and are 1-16c off from recent highest. One reason probably is that refiners have provided for February and March requirements, and are indifferent to offerings of the moment. It is a question how far prospective change of United States tariff has been already anticipated, but time is now so short that operators seem disposed to await developments. Sugar is still making pretty fast, and at last reports 161 central factories were grinding in Cuba, an increase of seven for week. In 1912 and 1913, at same time, 163 were in operation.

Production to date on the Island is 50,000 tons ahead of last year, and over 140,000 tons ahead of 1912. Consumption, however, keeps up, and it must not be lost sight of that prevailing prices of raws are abnormally low.

Locally demand for refined is very fair for season of year, and business generally is in satisfactory condition. Some future buying is reported to have taken place, but it is said that refiners do not care to take on this class of trade, although many are disposed to buy.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 16
25 lb. boxes	5 36
Cartons (20 to case)	0 35
Cartons (50 to case)	0 15
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—While there is not much change on local market to report this week, reports from primary markets indicate a stronger tone there. Large demands from Europe and rather small holdings in primary sources are said to be likely to result in higher prices on currants. Locally fair business is being done. Package dates are quoted at 7 and 8 cents, and prunes, 40-50's at 12½-14 cents.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 15½	0 16½
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10½	0 11½
Orange	0 11½	0 12
Citron	....	0 16½
Currants—		
Filiatras, per lb.	....	0 06½
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 07	0 08
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05
Prunes—		
30-40s Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12½	0 14
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¾
90-100s, 50 lb. boxes	....	0 07¾
25 lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¾
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 08¾
25 lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06¾	0 07
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10¾	0 11
Seedless, 12 oz. packets	0 08	0 08½

SYRUPS AND MOLASSES. — No change in this market this week. Business continues good with no slackening and prices are steady.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	1 80
5 lb. tins, 1 doz. in case	1 85
10 lb. tins, ½ doz. in case	1 75
20 lb. tins, ¼ doz. in case	1 70
Barrels, per lb.	0 03¾
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 35
Pails, 25 lbs. each	1 35
Molasses, per gallon—	
New Orleans, barrels	0 27 0 30
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 33
West Indies, half barrels	.... 0 35
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50
Maple Syrup—Compound—	
Gallons, 6 to case	.... 4 80
½ gals., 12 to case	.... 5 40
¼ gals., 24 to case	4 80 5 40
Pints, 24 to case	2 70 3 00
Maple Syrup—Pure—	
5 gallon cans, 1 to case	.... 1 25
Gallons, 6 to case	6 60 8 00
½ gallons, 12 to case	.... 7 25
Quarts, 24 to case	7 25 8 40
Pints, 24 to case	.... 4 70
Maple Sugar—	
Pure, per lb.	0 14 0 15
Maple Cream Sugar—	
24 twin bars	.... 1 20
40 and 48 twin bars	.... 2 00
Maple butter, lb. tins, dozen	.... 1 80

COFFEE.—This market continues firm with no change in prices reported. One authority on street says that coffee business is about doubling every year. One reason given is that immigration from U. S. is causing greater demand for this beverage as newcomers from other side are great coffee drinkers.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

TEA.—Again we have to report that teas are slightly firmer on primary markets. All the Indian crop is said to be marketed now and fact that market has withstood pressure of heavy Indian sales with no decline but rather an advance indicates that there are no prospects for lower prices on tea. In fact tendency is quite the other way and while no authoritative opinion is to hand it is felt that trade may not be surprised if advance in all lines, package as well as others, comes. Of late years advances have occurred in lower grades of teas but hints are thrown out by some that it is now time for higher grades to advance. As instance of recent rise in prices on world's markets it is said by authorities that the lowest grade of teas which would hardly pass government inspection in this country cost over 8d. in London and would cost 18¼ cents laid down here.

DRIED VEGETABLES.—Beans are reported to be advancing steadily, owing to small stocks. It is stated that the hopes which existed for supplies from the farmers' hands are not being realized whatever reason may be. It is further reported that at some outside shipping points as high as $2.00 f.o.b. is being asked. Canada primes are this week selling at $2.10 as lowest price and Canadian Extra H.P. are said to be not procurable at less than $2.25.

	Per bushel.	
Beans—		
Canadian primes	....	2 10
Canadian, extra H. P.	....	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07½	0 08
Peas, Canadian, per bush.	2 00	2 25
Peas, green, imported, bush.	....	2 40

SPICES—

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	.....	0 12—0 15
Cinnamon, whole	.....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	.....	0 25—0 35
Cloves, whole	.....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 32—0 34
Curry powder	.....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	.....	0 22—0 25
Ginger, African, ground	.....	....—0 16
Mace	.....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	.....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	.....	....—0 50
Pastry spice	.....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	.....	0 18—0 30
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	.....	0 26—0 28
Pickling spice	.....	....—0 15
Tumeric	.....	0 25—0 35

NUTS.—

	Per lb.	
In shell—		
Almonds, Tarragona, new	0 18	0 18½
Brazils, medium	0 21	0 22
Brazils, large, washed	0 23	0 24
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 45	0 48
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 38	0 40

CANNED GOODS.

TORONTO.—Market for these lines is very active and all lines are reported to be passing out in large quantities. As stocks cannot be replenished they continue to grow smaller. Tomatoes are in particularly good demand. Canned fruits with exception of apples seem to be going exceedingly well. It has been rumored that some companies which were selling at slightly lower prices are likely to make an advance soon.

MANITOBA MARKETS.

Winnipeg, Feb. 4.—Seasonable quietness prevails in the grocery business, which will hardly change until after the Bonspiel, which starts at the beginning of next week. As usual a large number of country merchants will be in the city to take part in the great winter celebration, and during this event the foundation is, as a rule, laid for a great deal of spring business.

With all signs pointing to a decided ease-up in the money market, business men are hopeful that 1914 will be a year of considerable activity and progress.

Values are steady, and there is no expectation of any changes in the immediate future.

SUGARS AND SYRUPS.—The eastern sugar market is reported as being weak, but locally there is no change. The demand is quite up to the average at this time of the year. There is moderate trade in syrups, on which prices have for some time been unchanged.

	Per cwt. in bbls.
Sugar, Eastern—	
Extra standard granulated	4 80
Extra ground or icing	5 30
Powdered	5 10
Lumps, hard	5 60
Montreal, yellow	4 30
Sugar, B.C.—	
xtra standard granulated	4 80
Yellow sugar, No. 1	4 40
Yellow sugar, No. 2	4 25
Yellow sugar, No. 3	4 15
Bar sugar	4 5
Icing sugar	5 15
Powdered sugar	4 95
H. P. lumps	5 65
Sugar packed in 100 lb. sacks 5c per 100 lbs. less.	

Corn Syrups—		
Barrels, per 100 lbs.	....	4 25
Cases, 20-lb. tins, ¼ doz. in case	....	2 77
Cases, 10-lb. tins, ½ doz. in case	....	2 76
Cases, 5-lb. tins, ⅛ doz. in case	....	2 88
Cases, 2-lb. tins, 2 doz. in case	....	2 48
B. C. Cane Syrups—		
2 lb. tins, 2 doz. to case, per cs.	....	2 85
5 lb. tins, 1 doz. to case, per cs.	....	3 20
10 lb. tins, ½ doz. to case, per cs.	....	3 00

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

	Per gal.	
Molasses—		
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Imperial quarts, case 2 doz.	....	5 20
Imperial ½ gals., 1 doz.	....	4 75

DRIED FRUITS.—No changes in prices are reported since the drop in prune prices reported a week ago. There is a little better demand for dried fruits, as fresh fruits are scarce.

	Per lb.	
Apricots—		
Extra choice	....	0 18½
Choice	....	0 18
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 07½
Washed	....	0 07¾
1 lb. package	....	0 08¾
2 lb. package	....	0 17¾
Dates, Hallowi, per lb.	....	0 07
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Nectarines	....	0 11
Prunes, in 25-lb. boxes—		
90 to 100	....	0 07½
80 to 90	....	0 08
70 to 80	....	0 08½
60 to 70	....	0 09¾
50 to 60	....	0 10
40 to 50	....	0 12
Raisins, Valencias—		
Valencia selects, 28's	....	1 82
Valencia selects 14's	....	0 94
Valencia layers, 28's	....	1 90
Valencia layers, 14's	....	0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 12	0 14
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 07¾
3 crown, loose, 25s	....	0 08¼
Choice seeded, package	....	0 09
Extra fancy seeded, package	....	0 10

TEAS AND COFFEES.—Indications are for higher values in teas. Shipments to the United States and Canada will foot up three million pounds less in China blacks, and China greens are much on the same basis. Pekoes have advanced 2 cents in the primary markets.

	Per lb.	
Coffee—		
Rio, No. 5, green	....	0 14
Rio, roasted	....	0 18
Santos, green	....	0 18
Santos, roasted	....	0 21
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, choice	0 35	0 45

BEANS.—Beans are in somewhat brisker demand than during the last two months.

Beans—		
Austrian, hand picked	....	2 65
3 lb. picker	....	2 35
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	....	2 25
Barley—		
Pot, per sack 98 lbs.	....	6 45
Pearl, per sack 98 lbs.	....	4 75

NUTS.—Trade in nuts shows little variation, although it has been to a certain extent affected by slack industrial conditions. Brazils are scarce and chestnut stocks about cleaned up.

	Per lb.	
In shell—		
Almonds, Tarragona	....	0 17
Filberts, Sicily	....	0 12¾
Peanuts, Jumbos, roasted	....	0 14
Peanuts, choice, roasted	....	0 11
Pecans	....	0 22
Walnuts, Grenoble	....	0 16
Walnuts, Marbot	....	0 13½
Shelled—		
Almonds	....	0 41
Walnuts	....	0 33
Chestnuts, per lb.	0 20	0 25

SASKATCHEWAN MARKETS.

By Wire.

Regina, Feb. 4.—Weather conditions continue cold and clear. Markets remain generally firm, with few changes expected. Eggs are more plentiful, but prices unchanged. Poultry remains stationary. Prospects for brisk spring trade are bright.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 21	0 22
Butter, creamery, per lb.	0 30	0 34
Butter, dairy, No. 1, 26c; No. 2	....	0 20
Cheese, per lb.	0 16¼	0 16½
Eggs, fresh, per doz.	....	0 40
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, per case	....	8 35
Lard, 20's, each	....	2 85
Flour and Cereals—		
Cornmeal, 24s, 67¾c; 29s, $1.20-$1.25; 10-10s, $2.55-$2.75; 49s, $1.35; 98s	....	2 44
Flour, 24s, $2.85-$3; 49s, $2.80-$2.95; 98s	2 75	2 90
Rolled oats, 10s, $2.40; 20s, 55-66c; 40s, 99c-$1.00; 80s	....	1 85

Dried Fruits—		
Apricots, choice	....	0 17½
Currants, gulf cleaned	....	0 08¼
Figs, natual 6's	....	0 06¾
Evaporated apples, per lb.	....	0 09½
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09½
Prunes, 70-80, 25s	....	0 08¾
Raisins, muscatels, 50s	....	0 07¾
Raisins, muscatels, 25s	....	0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	5 00
Lemons, California	....	6 00
Oranges, navel	3 00	3 75
Onions, Val.	4 50	5 00
Tomatoes, Cal., case	....	2 75
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts	....	0 14½
Walnuts	....	0 19
General—		
Potatoes, per bushel	....	0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel	....	2 35
Coffee, whole, roasted, Rio	....	0 17
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.	....	5 17
Sugar, yellow, per cwt.	....	4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.	....	3 82
Corn, standard, per 2 dozen	....	2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches	....	2 91
Strawberries and raspberries	....	4 20
Tomatoes, standard, per dozen	....	2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 50
Sockeye, ½s	....	9 80
Red springs, 1s	....	6 70
Cohoes, 1's, $5.50; hump back 1's	....	3 60

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Feb. 5.—Markets show few changes. Flour is steady, and molasses firmer. Dairy market is weaker, except cheese, which shows strength. Butter is expected to be cheaper following the action of New York market. Dealers think weakness there will affect Montreal, and thence affect local quotations. Butter is more plentiful here now, and eggs more abundant. Potatoes are weaker throughout the province, but unchanged in St. John, bringing $1.50. Business is fairly good; improvement is expected.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, domestic, per bbl.	....	29 00
Butter, dairy, per lb.	0 26	0 27
Butter, creamery, per lb.	0 29	0 30
Cheese, per lb.	0 15¾	0 16
Eggs, in case, 30-35c; hennery	0 40	0 45
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 15¼	0 15½
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 70
Flour, Manitoba, per bbl.	....	6 25
Flour, Ontario, per bbl.	....	5 50
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	1 40	1 50
Sugar—		
Standard granulated	4 40	4 50
United Empire	4 30	4 40
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbados, fancy	0 33	0 34
Onions, per bag	....	2 25
Currants, 1s, per lb.	0 08	0 08½
Raisins, California, seeded	0 09¾	0 10¾
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Yellow eye	3 50	3 55
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

The Dominion Biscuit Co., Ltd., was incorporated at Victoria, B.C., last week.

WINNER OF AD.-CONTEST.

The winner of Canadian Grocer's Christmas Ad.-Writing Contest is The Climax Grocery, Port Arthur, Ont. The successful ad. was submitted by James J. Freed. Mr. Freed's advertisement was considered a splendid one by the judges in a large field. Special mention was made of one of the advertisements of Murphy Bros., Montreal, which, although smaller than that of The Climax Grocery, was neatly written. Another good ad. was that of Yuill Bros., Edmonton, Alta. Others, well written, but not set as well by the printer as the above mentioned, were submitted by W. C. Forman, Ingersoll, Ont.; The McKenzie Co., Ltd., Kelowna, B.C.; K. F. Oxley, Kelowna, B.C., and Lord's Sanitary Store, Windsor, Ont.

Owing to lack of space, the winning ad. is not shown in this issue; it will, however, appear later. The best of the others will be reproduced in our Fall Campaign Number in October.

R. M. A. ANNUAL MEETING.

The annual convention of the Retail Merchants' Association, Ontario branch, will be held in the Temple Building, Toronto, on Wednesday and Thursday, February 25 and 26. On Tuesday night of this week the election of officers of Toronto branch was held, resulting as follows:—President, J. C. Van Camp; First Vice-President, W. J. Sheppard; Second Vice-President, T. R. Bigwood; Treasurer, F. C. Higgins (grocer); Secretary, E. M. Trowern.

The Toronto body came out flatly against any proposal on the part of the Toronto City Council to place a high license upon retailers as well as to tax them on a business assessment. A special committee was appointed by the delegates to place the views of the association on public markets before public bodies seeking information in this regard.

The Central Grocery on Scarth street, Regina, Sask., closed recently. With the expiration of the lease on January 31, the proprietors of the concern, Geo. W. Milne and A. J. King, decided to dissolve partnership. Both parties are Regina young men who have made good in the grocery business. Mr. Milne has purchased a large interest in the West End Grocery, and has become a joint proprietor with Mr. Wm. Price.

LEAVING AS HE CAME.

H. Gilbert Nobbs Arrived Nine Years Ago With Grip and Bottle of Sauce.

By a resolution passed at a board meeting held in Birmingham, January 14th, H. Gilbert Nobbs, who has been associated with this company as Canadian and American manager, was appointed a director, and will in future supervise the foreign and colonial trade of the company from the London, England, offices. W. M. Bowman, who has for some years past been assistant manager succeeded him as Canadian and American manager on February 2nd, assisted by G. R Loggie, who will assume management of the sales department for both countries.

Mr. Nobbs opened Holbrooks, Limited, office in Toronto nine years ago. Mr. Bowman and Mr. Loggie have been connected with the company for five years each. The first office was at 23 Scott Street, and was only 10 x 14 feet in dimensions. Since that five enlargements have taken place, and now plans are prepared for a $50,000 building. Branches are located in Montreal, Vancouver and Chicago, with depots in many places in both Canada and the United States.

When Mr. Nobbs first arrived in Toronto he took into his office a club bag and a bottle of sauce. Last Saturday the staff presented him with a beautiful club bag, handsomely furnished. On opening it he found a bottle of sauce.

It is interesting, too, to note that the first man who called on Mr. Nobbs in a business way after he arrived in Canada was a representative of Canadian Grocer.

He leaves early in June for England, via the various North American branches of the company.

CALENDARS FOR 1914.

Few more striking 1914 calendars have been received than that of the Lake of the Woods Milling Co., which has just come to hand. In the foreground is a colored picture of an Indian on horseback, who has just crossed a stream and with him a packhorse with two bags of flour strung across its back. On the opposite side the river in the background appears a picture of one of the large mills of the Lake of the Woods Milling Co., with freight and passenger trains lined up on the tracks or whizzing past. The entire calendar is attractively colored and, as said above, presents a most striking scene.

James A. Bryant, of Galt, Ont., has built a new store which is said to be a good addition to the business establishments of Galt.

FLOUR and CEREALS

Bran, Shorts and Middlings Up; Domestic Business Better at Montreal

Winter Wheat Flour up 5c in Toronto—Cereals Remain Quiet and Steady — Cornmeal Easier.

While no official statement has been made as to the Government's intentions regarding the removal of duties on wheat and flour, it seems to be generally believed now that no changes will be made by Government at this session of the House. Consequently interest on this question is beginning to lag a little.

With regard to growing crop of wheat in United States the Modern Miller is reported as saying: "Practically the entire winter wheat belt with the exception of Michigan and Northern Indiana is without snow covering. Reports from the South-west show spring-like weather and the crop in excellent condition. The stand is reported as nearly perfect as ever recorded. More seasonable weather with snow covering would make the crop prospect ideal." Since this was written moderate falls of snow have visited most of those districts heretofore without snow and some report crop conditions now to be ideal. It is feared, however, by others that changeable weather with intermittent spells of mild weather and moderate frost will cover the ground with ice and so damage the young plants.

Considerable attention is being paid to the Argentina crop and statements are made in some quarters to the effect that exports from that country are lighter than were expected.

MONTREAL.

FLOUR.—Business on local market is picking up each week and things are getting back into shape once more. Export business of course falls off as soon as domestic business picks up and as there has been change in latter, the former is not quite so good. One local miller said this week that market is much stronger.

	Small lots, in bags. per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—There is nothing to resemble feature which might be reported this week as market has been quite steady with same prices in effect. It is reported that where there is competition throughout the country, millers are inclined to cut prices 15 cents per barrel, but the following quotations are used where competition is not met.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 10
Softer grades	1 95

	90's in jute
Rolled Oats—	
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	

	100-lb. bbls.
Rolled wheat—	
Small lots	2 85
Hominy, per 96-lb. sack	2 40 2 75

MILL FFEDS.—This market seems to be only active one which continues to hold up for any length of time. Demand is increasing daily and as reported last week millers are heavily oversold. Demand from American buyers is exceedingly good but it has to be ignored as domestic demand is greater than available supplies. Bran, shorts and middlings have all jumped up one dollar a ton and it would not be at all surprising if a further increase took place as present conditions would warrant such a move.

Mill Feeds—	Car lots, per ton
Bran	23 00
Shorts	25 00
Middlings	28 00
Wheat moulee	28 00
Feed flour	32 00

TORONTO.

FLOUR.—There is not much new to report in local flour market. Winter wheat flour is quoted 5c per bbl. higher all around this week than last. It is stated on good authority that many farmers are using wheat for feed purposes instead of sending it to mills as they claim that 1 bushel of wheat equals a bushel and a half of corn in feeding value. Latest reports from United States claim that crop conditions there are ideal; some, however, think that changeable weather may result in damage to growing crop.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 30	5 00
Second patent	4 70	4 50
Strong bakers'	4 50	4 30
Flour in cotton sacks, 10c per bbl. more.		

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	4 75—4 95	4 45
90 per cent.	4 55	4 05
Straight roller	4 45	3 95
Blended flour	4 30	4 35

CEREALS.—"Market is quiet and steady," said one man on the Street this week and that seems to be general opinion. Some price-cutting in rolled oats continues, but is not general and opinion is expressed that it will be but temporary. Cornmeal is a little easier at $2.15 to $2.20, instead of $2.20 to $2.25. This is still considered a pretty good price.

Peas, Canadian, boiling, bush.	2 00	2 25
Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 96 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	3 00
Cornmeal, yellow, 98 lbs.	2 15	2 20
Graham flour, 96 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 37	2 47
Oatmeal, granulated, 98 lbs.	2 37	2 47
Peas, Chili, boiling, per lb.	0 05	0 06
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90 lb. bags	2 15	2 20
Rolled wheat, 100 lb. bbl.	....	2 85
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 85

MILL FEEDS.—Mill feeds have climbed again; bran, shorts and middlings all taking jump of $1. Feed flour also has advanced 5 cents to $1.55. Not much is passing to United States now as home demand is more than sufficient to absorb entire supply. Many believe that if all mills were running full time things would be different. Meanwhile there is no likelihood of easier prices.

Mill Feeds—	Car lots, per ton.
Bran	23 00
Shorts	25 00
Middlings	27 00 28 00
Wheat moulee	27 00 28 00
Feed flour, per bag	1 55

WINNIPEG.

FLOUR AND CEREALS.—The domestic trade is fair, but export business is quiet. South Africa continues to show some keenness for top grades.

Flour—		
Best patents, cotton bags, bbl.	....	5 30
Seconds	....	4 70
Jute bags 10 cents less.		
Rolled oats, 80 lbs.	....	1 80
Cornmeal, 98 lbs.	....	1 95
Granulated oatmeal, 98 lbs.	....	2 30
wheat granules, bales, 16-6s	....	3 25
Pearl barley, sack 98 lbs.	....	4 75
Pot barley, sack 98 lbs.	....	3 45

FACTORY ENLARGED.

The Eureka Refrigerator Co., Toronto, have recently completed an addition to their factory on Noble street. The new building comprises an addition to the finishing room, a new show room where the goods can be displayed to better advantage, a store room, new offices, fire proof vault, etc. The entrance to their offices is now at 31 Brock avenue, near the corner of Brock avenue and Noble street. It is interesting to note that the Eureka Refrigerator Co. is one of long standing. Twenty-five years ago they began to advertise in Canadian Grocer and have been with us ever since.

During the past few years several additions have been required. The growth of this and other firms in a similar business, indicates the growing value of the refrigerator to the retail grocer and butcher.

Johnston Bros., grocers, Guelph, Ont., have remodeled their store.

Ed. Jackson, of Jackson & Son, Guelph, Ont., attended a fraternal association meeting in Hamilton lately.

FRUIT & VEGETABLES

Further Advances in Apples; Good Demand for Marmalade Oranges

Red Danvers and Spanish Onions Advance 25 Cents at Montreal—Ontario Potatoes on Sale at 95c-$1.00 in Toronto—Some Say Upward Trend in Oranges and Lemons.

MONTREAL.

GREEN FRUITS.—Conditions are same as in previous weeks, and not much change is noted. Local market cannot be termed dull, and yet it cannot be termed brisk by any means. There is steady but quiet business going on at all times. Baldwins, Greenings, Russets and Ben Davis apples have all advanced 50 cents per barrel for No. 1 stock, Bananas have also advanced 25 cents, and now range from $1.75 to $2.25. Cape Cod cranberries are high, and $16 per barrel is being asked by local houses, an advance of $3 over the previous week. Grapefruit has also taken another jump, and is now quoted at $4.50 per case. There has been quite a number of orders lately for marmalade orange, resulting in increase of 25 cents per box of 200 size. Pineapples, 24 size, have also jumped 25 cents, and $5 is no wquoted per case. All other prices remain unchanged.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 50
Baldwins, Greenings and Russets, No. 2's	....	4 50
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	7 00	6 00
Spies, No. 1	....	7 00
Spies, No. 2	....	5 00
Bananas, crate	1 75	2 25
Cape Cod cranberries, bbl.	....	16 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 50
Lemons—		
Extra fancy, 300 size	....	3 75
Fancy, 300 size	....	3 00
Oranges—		
Valencias, 420 size	....	4 75
Valencias, 714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150-176-200-216-250	2 00	2 25
California navels, 126-150-176-200-216-250	2 75	3 00
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	**4 00**
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES.—Same conditions are affecting this market as in green fruit market— that is to say, that, although market is not dull, it is not brisk by any means. There have been few changes during week, most interesting being in Red Danver onions, which have advanced twice during last couple of weeks. Spanish onions have also taken jump, and it might be interesting to state here that during Lenten season, according to one of local dealers, more onions are used than at any other season of year. Then, again, it must be said that at present time it is quite difficult to bring these onions in to this market. Cauliflower is on market this week, and is quoted at $2 per case of two dozen. Mushrooms are also quoted at $2.50 for basket of four pounds. Boston lettuce is down 25 cents per box, while California celery is now on much smaller range, and is now quoted from $5.75 to $6.50. Spanish onions are quoted at $4.25 for bag of 150 pounds, while Red Danvers are $4 per bag of 100 pounds. Brussels sprouts are ranging from 30 to 32 cents per quart, advance of 2 to 5 cents. Spinach has declined 25 cents box.

Beans, wax, crate, Florida	....	6 50
Beans, string, crate, Florida	....	6 50
Beets, bag	....	1 25
Brussels sprouts, quart	0 30	0 32
Cabbage, bbl.	....	2 50
Cabbage, per dozen	....	1 25
Carrots,, bag	....	1 25
Cauliflower, crate, 2 doz.	....	3 00
California celery, crate, $5.75-$6.50; Florida, crate	....	3 25
Cucumbers, Boston, dozen	2 75	3 00
Egg plant, crate, 2 dozen	....	5 50
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	1 75
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	....	4 25
Spanish, half case	....	2 25
Red Dancers, 100-lb. bag	....	4 00
Shalottes, per dozen bunches	....	0 40
Parsnips, bag	....	1 25
Peppers, green, 3½ qt. basket	....	0 90
Potatoes—		
Green Mountains and Quebecs, bag	0 90	1 00
Potatoes, sweet, per bbl.	....	5 00
Potatoes, sweet, Jersey, hpr.	....	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, hothouse, per lb.	0 20	0 25
Spinach, C.H., box	....	1 00
Spinach, C.H., barrel	....	3 00

TORONTO.

GREEN FRUITS. — Conditions on fruit market are much same as last week, with good business passing. Some changes in price have occurred: Apples which are firm have advanced in some grades 50 cents per bbl. Bananas have taken a drop of from 15 to 40 cents and oranges are quoted as a little easier at $2.50-$3.75 for California navels. Sevilles sell at 2.50 instead of 2.75, and are coming in more freely.

Mexicans are off the market. Messina oranges may be had now for marmalade at 2.50 per case. One authority stated to Grocer that under normal conditions California crop will give fair supply but if recent rains happen to injure crop, then supplies may be low in March and April. Of this there is no indication at present, however. Same broker stated that at same time he looked for market to be firmer as he thought prices were a little low. Lemons it would appear are moving slowly at present and various opinions as to trend of market are expressed. There is strong feeling, however, among some that an advance may occur soon, reasons, given, being that no supplies will come east from California whose output will be absorbed mostly by Eastern States. This would leave us dependent on Sicily lemons altogether. According to some grapefruit is least satisfactory line. Business in Florida grapefruit is said to have been retarted by high price and poor quality in lower grades. Heavy shipments from Jamaica and Cuba have kept market in these two lines easy but consumption of grapefruit has not been large, owing, some say, to cheapness of oranges which have replaced dearer fruit. Among many, signs are that business is getting back to normal stride.

Apples—		
Spies, hand-picked, barrel	....	5 00
Other varieties, winter apples, No. 1s	2 50	3 50
Other varieties, winter apples, No. 2s	2 50	3 00
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, $2.75; extra	....	**3 00**
Bananas, per bunch	1 25	1 75
Cranberries, long keepers, box, $3.75; bbl.	10 50	11 50
Grapefruit, Florida, case	4 75	5 00
Grapefruit, Cuban, case	3 00	3 50
Grapes, Malaga	6 50	7 50
Grapes, hot house, lb.	**0 75**	**0 90**
Oranges—		
California navels, 126's-216's	2 50	2 75
California navels, 216's-250's	2 60	2 75
Floridas, best grades, 126's-200's	....	**3 00**
Floridas, best grades, 200's-216's-250's	....	**2 75**
Messinas	....	2 50
Sevilles	....	2 50
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	**3 50**	**4 00**
Strawberries	0 40	0 50

VEGETABLES.— Not much change has yet been seen in local vegetable markets. Prices for most part ruled firm. Potatoes have seen a little advance due to supplies not coming in very fast, $1.00 is given as bottom price for New Brunswicks this week instead of .95 a week ago. Ontario potatoes are in stock by some now and are quoted at .95-1.00 per bag. Sweet potatoes are easier at 1.10 and 1.25. Hothouse tomatoes are said to be very scarce while U.S. green onions are being sold at 40 and 50 cents instead of 60 and 65 as formerly.

Beets, Canadian, per bag	....	**1 00**
Brussels sprouts, quart	**0 25**	**0 30**
Cabbage, Ont., bbl.	2 75	3 00
Carrots, Canadian, bag	....	1 00
California celery, case	4 50	5 00
Parsnips	1 00	1 25
Potatoes, New Brunswick, per bag	1 00	1 05
Potatoes, Ontario	0 95	1 00
Sweet potatoes, kiln dried, hamper	1 10	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, crate	4 25	4 50
Large cooking, bag 100 lbs.	3 50	3 75
Green, doz., Canadian, 30c; U.S.	0 40	0 50
Rhubarb, per dozen	1 25	1 50
Tomatoes, hothouse, lb.	0 25	0 30
Turnips, bag	**0 40**	**0 50**

FISH AND OYSTERS

All Fish Markets Active; Haddies Take an Advance

Scotch Kippers at Toronto for $1.75-$2.25 Per Box—Unfavorable Weather at Halifax—Haddock and Cod Easier at Montreal.

MONTREAL.

FISH.—Market is active and orders are coming freely from all quarters in preparation for Lenten season, which will be here in three weeks' time.

There has been advance this week in salt codfish, also the substitute of this kind of fish, of $1 to $1.50 a barrel. Other prepared salt and pickled fish on list remain unchanged.

Eastern frozen fish, such as haddock and cod, are trifle easier this week. It is evident large stocks were held for speculation. Frozen herrings are scarce, according to reports, and will be out of market altogether for week at least. It is reported that Arctic icebergs are blocking all entrances of bays on west coast of Newfoundland, interfering with fishing operations altogether. A few fish are caught off south coast, but on account of scarcity these are being shipped to American points.

Frozen halibut, now in very good demand, is little easier in price at shipping points, while salmon is on contrary, and shortage is expected before end of season.

Haddies and fillets have gone up nearly 15 per cent. this week, due to very poor fishing past few days. It is expected supplies will be more plentiful soon, as schools of haddock have shown up already on south shores of Nova Scotia.

Lobsters are very scarce and at prohibitive prices. Oyster trade, both in bulk and shell, is very quiet, but it is expected to move up again with opening of Lent.

TORONTO.

FISH AND OYSTERS.—Lively trade in fish continues and market is much stronger now than at any time previous this season. Dealers claim that by giving public large variety they are increasing demand. Lent will no doubt strengthen market still further. Lobsters are still scarce, but are in good demand. Most lines of shellfish also are scarce, except oysters, which are quite plentiful. Supplies of haddock and flounders are said to be not over large. Scotch kippered herring are now procurable on local market, prices quoted running from $1.75 to $2.25 per box. Haddies are up to 9 cents; market codfish are down to 5c; whitefish, tulibees, are quoted at 7c, instead of 8c, and dressed pike has declined 1 cent.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .08	$ .09
Haddies, 15-lb. and 30-lb. boxes, per lb.	.08	.10
Haddies, fillets, per lb.	.12½	.12
Haddies, Niobe boneless, per lb.	....	.10
Yar. Bloaters, 60 in box	1.20	1.20
St. John's bloaters, 100 in box	1.20	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.20	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40.	1.50	1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	....

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	....
Salmon—Gaspe, medium and small, per lb.	.14-.15	....
Salmon, red—steel heads, per lb.	.12-.13	.14
Salmon, red—sockeyes, per lb.	.10-.11	.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.11
Salmon, pale qualla, dressed, per lb.	.07½-.08	.08-.09
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb. per 100 count	2.25	2.50
Herrings, large, 85 lb. per 100 count	....	2.75
Sword fish, whole chunks, per lb.	.08-.09	....
Haddock, medium and large, per lb.	.05-.06½	.05
Market codfish, per lb.	.04½-.05	.05
Steak codfish, per lb.	.06-.07	....
Pollock, per lb.	.04	.04½
Tommy cods, per bbl.	2.00	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.12-.13	....
Sea trout, per lb.	.10-.11	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tulibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	....
Carp	.12	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	5.75	5.75
Herrings, Labrador, half bbls.	3.25	3.25
Herrings, Nova Scotia, bbls.	5.50	....
Herrings, Nova Scotia, half bbls.	3.00	....
Lake trout, half bbls.	....	8.00
Quebec sardines, bbls.	5.50	....
Quebec sardines, half bbls.	3.00	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.08	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	....
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs.	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	11.00	....
No. 1 green cod, medium, bbl.	10.00	....
No. 1 green cod, small, bbl.	8.50	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.08	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	....
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case.	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes.	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.32	.45
Boiled lobsters, medium and large, per lb.	.35	....

HALIFAX, N.S.

FISH.—There is a good demand for fresh fish from all quarters. In fact, there is not sufficient offering to fill orders. Weather has been unfavorable for operations on fishing grounds, and in consequence catches landed here have been small. Dealers say that it is impossible to obtain any halibut, and there is scarcity of smelts.

Lobsters are a little more plentiful, and demand is excellent.

ST. JOHN, N.B.

FISH.—While in St. John recently Mr. Connors, of Connors Bros., Black's Harbor, N.B., fish packers and dealers, said that he expected higher prices to prevail on sardines this year, because of failure of sardine fisheries last summer. Eastport, Me., packers are far short of stock, he said, and New Brunswick firms, who have managed to pack fair quantity, will be able to unload at more profitable prices than have obtained for some time.

GETTING BACK AT THE WOMEN.

The activities of the Young Women's Christian Temperance Association of Moultrie, Georgia, have been too much for the Town Council, which has prohibited the sale of cigarettes. The smokers now threaten to agitate against corsets, high-heeled shoes and like injurious articles beloved of women.

"There is reason," says the Montreal Gazette, "in this male argument, though it will have no effect on the weak-kneed local councillors. If men are to be deprived of their pleasures by law, why not women also?"

PRODUCE & PROVISIONS

New Laid Eggs and Storage Decline; Butter Drops at Toronto

Heavy Shipments of Fresh Eggs from Chicago Mean Lower Prices—Provision Market Firm—Cheese Continues Strong — Decline in Honey.

Business continues much the same as last week, although in many lines it is said to be picking up nicely. The provision market for one shows an improvement, and demand for cured meats seems to be on the increase. Eggs are considerably easier this week, owing to large quantities being offered in Chicago. At Montreal also easier prices in eggs are quoted. At the Toronto Produce Exchange meeting on Monday offerings were larger than for some time, and, while prices asked were a little higher than most were willing to pay, the market ruled steady. The drop in eggs was reflected here when storage eggs were offered at 32 cents and 30 cents was bid. New Zealand butter is said not to have reached Toronto in any noticeable quantities. Some is reported to be at Chicago, however, and it is believed by some that prices at Chicago, which are high, will drop in consequence.

The offerings at the Toronto Produce Exchange on Monday were as follows:—

BUTTER. — Creamery, 200-56 box Eastern Townships, finest, 28c, not sold; 100-56 box Western Ontario, finest, 27c, not sold. Dairy, 30-45 prints, 24½c, not sold; 50 box market, 24c, not sold; 5 bbls. rolls, 23½c, not sold.

EGGS.—25-30 fresh (Wed. del.), 35c, sold; 25-30 fresh (Tues. del.), 35½c, bid 35¼c; 25-30 fresh (Tues. del.), 35c, sold; 25-30 fresh, 37c, bid 35c; 100-30 storage, 32½c, bid 30c; 50-30 storage, 32c, bid 30c.

CHEESE.—100 box large Aug. parf., 14⅛c bid 14 1-16c; 200 box Twins, Sept. parf., 14⅜c, bid 14⅛c; 25 box Trip 1912 parf., 13¾c, not sold.

HONEY.—25-20 clover, 9¾c, not sold; 25-60 clover, 9½c, bid 9c; 20 cases No. 10 tins, 11c, not sold; 250 No. 10 tins clover, 10c, not sold; 150 No. 5 tins clover, 10½c, not sold; 50 doz. combs, $2.20, not sold.

MONTREAL.

PROVISIONS.—Demand locally has not improved much during past week; in fact, local producers are not kept busy at this season of year. There is steady but quiet demand for almost every line, but it is only sufficient to fill actual wants. Demand for lard is not what it was few weeks ago, and could stand quite a lot of stimulation. Very good business is being done in dressed hogs, and market has firm undertone. Abattoir fresh killed are selling at $13.75 to $14, and country dressed at $11 to $13, according to size and quality.

Hams—		Per lb.
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	27 50
Clear pork	....	26 50
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—		Per cwt.
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	13 75	14 00
Dressed, country	11 00	13 00

BUTTER.—Demand is good and quite steady, while supplies being received are continuing quite light. Demand is from local buyers only, and although it is not overly heavy, it is sufficient to make quite a hole in present stocks. There is reported to have been some further business to outside points, but bulk of trade passing at present is local. New Zealand butter is reported to be on way here from Vancouver, but local dealers cannot see where it can compete with domestic, as it costs about 2½ cents per pound to bring it from that point. Winter-made has increased 1 cent per pound since last week, while finest September-October has followed along, and is now quoted at 30 cents. Dairy butter, however, remains unchanged.

Creamery—		
Winter made	....	0 28
September-October, finest	....	0 30
Dairy butter	0 24	0 27

EGGS.—Supplies of new-laids have once more picked up, and receipts are much better than one week ago. Result of these supplies being so plentiful is noticed in quotation columns, and a drop of from 3 to 5 cents is noted. Storage eggs have also taken a tumble since last week, and supplies from United States centres have been good, with result that selects are down 3 cents, while No. 1's are down 1 cent. If present supply keeps up, and demand, which is in evidence at present, does not increase to any great extent, there is bound to be cheaper eggs in near future.

Eggs, case lots—	Per	dozen.
New laids	0 40	0 42
Selects	....	0 37
No. 1's	....	0 34
No. 2's	....	0 28
Splits	....	0 25

CHEESE.—Demand is much same and business passing is quite normal, with same prices in effect. Export business is about over for season, although there were some shipments which went forward to British ports during past week. This, however, is said to be about last, and dealers are now looking forward to next season.

Cheese—		
Old specials, per lb.	0 16	0 17
September and October	0 13½	0 14
November, per lb.	0 12½	0 13
Stilton	....	0 17

HONEY.—Demand is light as compared with stocks both on hand here and throughout country. It is claimed by one local dealer that there is more honey in country this year than ever before. Prices quoted are same as last week.

	White Clover	Buckwheat
Honey—	per lb.	per lb.
Barrels	0 12	0 09
Tins, 60 lbs.	0 12¼	0 09½
Tins, 30 lbs.	0 12½	0 09¾
Comb, 13-14 oz. section	0 20	0 15—0 16
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.—Stocks continue light, although demand has not fallen off proportionately, with result that there is more business in this market than can be handled. There is quite an inquiry for live stock, especially fowl, which have advanced from one to two cents per pound during week.

POULTRY.

Fresh stock—	Live.	Dressed.
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 16—0 18	....—0 20
Fowl	0 12—0 15	0 15—0 16
Geese	.....	0 14—0 15
Turkeys, spring	.....	0 20—0 22
Turkeys, old Tom	.....	....—0 18

TORONTO.

PROVISIONS.—Conditions on local market are much same as last week, although amount of business passing is steadily increasing. Tendency is for higher prices, however, and these may be looked for soon. While hog prices have been rather uncertain of late, live hogs f.o.b. are quoted at $8.75-$8.90; live, fed and watered at $9.25 to $9.35, and dressed hogs at $13.50-$13.75.

Hams—		
Light, per lb.	0 18½	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 17½	0 18

J. F. EBY,
President

HUGH BLAIN,
Vice-President

EBY-BLAIN, LIMITED

CONTEMPLATE !—ACTUATE ! ! But on NO account PROCRASTINATE, for there is money for you in this Advertisement.

FOR STOREKEEPERS desirous of increasing their sales and profits on Tea, ***retaining*** their customers' Patronage, and at the same time make GOOD MONEY for themselves, there is ONLY ONE WAY to do business, and that is by ***supplying*** them with absolutely reliable STANDARD BLENDS, viz., Teas that are perfectly blended and ***always*** uniform.

IN THESE DAYS ***no business*** can be ***built*** up and retained by ***buying*** and selling straight Teas, as one day your customers get one flavor, and the next an entirely different one—Result, DISSATISFACTION.

IN THE STANDARD BLENDS mentioned below, which are made up and retained by first-class Tea Experts, we offer you Blends unequalled in the Trade for ***Quality, Richness*** and ***Flavor,*** which show you a ***first-class*** margin of Profit and which you and your customers can ***always*** rely on.

			COST GROCER	SELL RETAIL
2	STAR	Fine liquor, good regular leaf. Black or Mixed - - - - -	19c. per lb.	25c. per lb.
3	STAR	Choice flavoury rich liquor. Handsome leaf. Black or Mixed - - - -	22c. "	30c. "
5	STAR	Choice growths of India and Ceylon, splendid liquor. Fine appearance. Black or Mixed	27c. "	40c. "
2	STAR GREEN	This tea shows grand value, both for leaf and liquor - - - - -	19c. "	25c. "
3	STAR GREEN	Golden color. Piquant liquor. Good leaf -	22c. "	30c. "
4	STAR	English Breakfast Tea. A powerful blend of choice Indian and Ceylon Teas, having quality and flavor - - - - -	27c. "	40c. "

Send us along a trial order for a package of each of these blends. You take no risk. We guarantee to please your customers, or take back the goods at our expense.

EBY-BLAIN, LIMITED

Tea Blenders to the Trade

TORONTO, CANADA

Backs—		
Backs, per lb.	0 23	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 23	0 25
Bacon—		
Breakfast, per lb.	0 18½	0 19
Roll, per lb.	....	0 15½
Shoulders, per lb.	....	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Tins, 3 and 5 lbs., per lb.	0 15	0 15¼
Bricks, 1 lb., per lb.	0 15½	0 15¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10½
Tubs, 60 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
F.O.B., live, per cwt.	8 75	8 90
Live, fed and watered, per cwt.	9 25	9 35
Dressed, per cwt.	13 50	13 75

BUTTER.—Market for fresh-made butter continues good, although receipts are reported to be falling off slightly. No change in price of fresh creameries has taken place, however. Storage butter is easier, prices having declined about 1 cent, large stocks on hand being probable reason. It is not expected that shipments of New Zealand butter will have any effect on local market. Some, it is said, has been received at Chicago, and some think that Chicago butter must come down to export basis before holders of storage stocks there can move much. Receipts of dairy prints (storage) continue large, and are more than sufficient for all requirements. Selling prices, however, are unchanged.

Butter—		
Creamery prints, fresh made	0 32	0 33
Creamery prints, storage	0 28	0 29
Creamery solids, storage	0 27½	0 28
Dairy prints, choice	0 23	0 24
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—Canadian new-laid eggs appear to be consumed at home on the farms and in rural districts, as not many are reaching wholesalers. However, United States market supplies local demand satisfactorily. One purchase from Chicago is reported at 26½c, which means 30½c at Toronto freight and duty paid, in free case as well. Stock is also said to run 95 per cent. strictly new-laid. While this shipment is not on local market yet, prices here are considerably lower in consequence of heavy delivery from United States, and storage eggs are affected as well, and decline of 4 cents in both new-laids and selects is recorded, with declines in other grades as well.

With regard to storage stocks many firms locally are cleared out, and import only such quantities as are asked for by trade.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	0 36	0 38
Storage, selects	0 34	0 35
Storage, No. 1 stock	0 33	0 34
No. 2's	....	0 27
Splits	0 26	0 27

CHEESE.—Cheese continues active, and market is firm. It is said that there was little buying last fall, and, therefore, demand is now large. Easier prices are not expected.

Cheese—		
Old, large	0 15	0 15¾
Old, twins	0 15½	0 16
New, large	0 15	0 15¼
New, twins	0 15¼	0 15½

POULTRY.—Supplies of poultry are beginning to drop off quite heavily, and, while demand continues good, taking all that comes in, amount of business passing is not large. What stuff does come in is said to be of good quality.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	....—0 15	0 16—0 18
Fowl	0 11—0 13	0 14—0 16
Chickens, lb.	0 12—0 14	0 16—0 18
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

HONEY.—Honey is still reported weak, and prices have declined in several lines. Heavy supplies and light demand are reasons. Further decline is possible.

Clover, bbls., per lb.	0 09	0 09½
60, 30-lb. tins, per lb.	0 10	0 11
10, 5-lb. tins, per lb.	0 09½	0 10
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 25	2 50

WINNIPEG.

PRODUCE AND PROVISIONS.—The only change in prices this week is the advance of ½ cent per lb. on medium-sized hams. Prices on butter, lard, eggs and cheese are steady.

Cured Meats—		
Hams, per lb.	0 15	0 19
Shoulders, per lb.	....	0 12
Bacon, per lb.	0 17	0 21
Long clear, D.S., per lb.	....	0 12½
Mess pork, bbl.	....	27 00
Lard—		
Tierces, per lb.	....	0 12½
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02
Eggs—		
Good eggs	....	0 28
Strictly fresh	....	0 35
Butter—		
Creamery	0 30	0 33
Dairy	0 21	0 23
Cooking	....	0 18
Cheese—		
Large	....	0 15½
Twins	....	0 15¾

Staff Gatherings

The big event of the year to the Red Rose Tea staff of the Toronto Branch is their annual dinner. It includes travelers, office and warehouse staff. This year it was held in McConkey's, forty-four being present, and was in every way the best and most enjoyable time yet, and that is saying a good deal. T. H. Estabrooks, the president of the company, always tries to be present at this dinner, and this year his address to the staff was an outstanding one, and will long be remembered by those present. He spoke of the increase in Red Rose sales last year, pointing out that it was one of the best years in the history of the business, the Toronto branch breaking all past records, saying that when the unsatisfactory trade conditions that existed part of last year were considered this showing was truly marvelous.

Addresses were made by a number of the travelers and office staff, including B. E. Miller and R. W. Vout, two of the travelers who have been longest on the staff, and Geo. H. Campbell, manager of the Toronto branch, congratulated the staff on the excellent work done by them during the year, the splendid team work of the travelers being especially mentioned. The pleasure of the evening was added to by a short programme by members of the staff. The hit of the evening, as usual, was made by Wes. Williams, he having a new Red Rose Tea song for the occasion.

DEATH OF WM. ALGIE.

A Travelers' Friend Who Will be Missed by the Drummers' Snack Club.

Members of the Drummers' Snack Club were this week grieved to hear of the death of their old friend, Wm. Algie, of Alton, Ont. Mr. Algie has been called the father of the club because it was at Alton upon his invitation that the original outing took place about a quarter of a century ago. Mr. Algie ever since, although not a traveler in the ordinary sense of the word, has had a warm spot in his heart for the Snack, and his genial presence was always a feature at the annual banquets and outings.

He was recognized as one of the most pleasing after-dinner speakers in Ontario, his oratorical style being of the quaint variety that was always popular. Just a month or so ago, he attended the annual dinner of the Drummers' Snack Club in Toronto, where he responded to the toast to Canada, in a vigorous, ringing speech, punctuated by little witticisms here and there that made it one to be long remembered. At that time he casually remarked that if the club ever thought of going back to Alton for their annual outing, it would be as welcome as the day was long. But fate has now willed that, probably the most endeared of all friends of the snack, will not be there to meet them on their return. Nevertheless, big-hearted William Algie will linger long in the memories of those with whom he came in contact.

He was 64 years of age and had always enjoyed good health prior to the attack of acute indigestion which cost him his life.

SITUATION WANTED

TEA SALESMAN DESIRES POSITION WITH wholesale or broker's establishment. Twenty years' experience, nine years with present firm. Excellent references. Box 37, Canadian Grocer.



Your contented smile will burst into a hearty laugh, when you see the results coming your way by handling

WAGSTAFFE'S

New Season's

SEVILLE ORANGE MARMALADE

and Jelly Shred Marmalade

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.

PACKED IN GOLD-LINED PAILS AND GLASS.

NOW READY FOR DELIVERY.

WAGSTAFFE LIMITED

HAMILTON

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines	Kippered Herring
⅜ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

CONNORS BROS.

Limited

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Victoria, B.C.



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—

No. 1, 1 lb., 4 doz.	$ 2 25
No. 1, 1 lb., 2 doz.	2 25
No. 3, 2½ oz., 4 doz.	0 45

In Tin Boxes—

No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 65
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ..... $ 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅛ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 85
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 65

Marmalade.

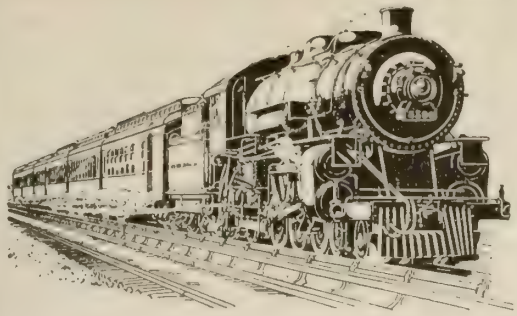
Orange jelly	1 85
Green fig	2 25
Lemon	1 80
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 80	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13



Every train brings more people to this fast-growing Western country

Every day new demands show up for Eastern products, new channels for your goods. There is need for your products and the money is here for you. Why not share in the Western sales and turn your goods into Western gold?

Mr. Manufacturer, Mr. Importer, Mr. Producer, whether you are in Eastern Canada, United States or Europe, if your goods can be sold in Canada we will guarantee to sell them in the West. Our highly efficient sales force covering every inch of the Western territory and with our six immense warehouses in the leading centres we guarantee to give you a perfect service.

This is your opportunity. Write for particulars and terms. Don't delay.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE: WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE



Ninety-nine people out of a hundred in Canada use

WINDSOR

Table Salt. Isn't it better for you to make ninety-nine sales, than only one?

Quality Counts

We readily understand why our business has increased so much during the past year. We know that many grocers have realized that quality is the best basis on which to found any department of their business, and that they have given preference to

Maple Sugar Chewing Tobacco

in their tobacco department. This is a really high-class and agreeable article, and never fails to please those who give it a trial.

Write for Quotations

Rock City Tobacco Co.

Quebec Winnipeg





Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 60
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅛	0 25	0 30
1 and ½	0 32	0 40
1 and ⅛	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.

Owen Sound, Ontario

FREE FREE

How a postage stamp will net you $1.20

Special advertising offer to the trade throughout Canada, who handle the **John MacKay (medicated) Pot and Pearl Barley**, the standard of the world. If you will send us the name of your wholesaler, together with one of our empty bags bearing the Highlander's head, we will send you, free of charge, one doz. cans of a high quality barley product that we are putting up.



It costs you nothing but the stamp, but when sold the goods will net you $1.20.

Don't delay—write at once.

John Mackay, Limited
Bowmanville, Ont.

Note!

There is probably more money spent on the packing of "St. Nicholas" brand than any other extra fancy grade of Lemons put up in Sicily.

J. J. McCABE

Agent

Toronto, Ont.

Macaroni is cheaper than it used to be

People are eating more Macaroni to-day then ever before. The high price, shipping expenses and customs duty, etc., on imported goods made this delicacy almost prohibitive from the average table. And the quality was no better than

"HIRONDELLE" BRAND

(Swallow)

Macaroni, Vermicelli, Spaghetti, Etc.

now being made in Canada, and selling at much more moderate price.

"Hirondelle" Brand saved the situation. Customers are buying in larger quantities and sales are increasing continually.

Wholesalers handle—keep your stock well up.

C. H. Catelli Limited, Montreal, Canada

Mr. C. C. Mann, 517 Board of Trade Bldg., Toronto, Can., Agent for Province of Ontario. Tees & Persse, Limited, Agents for the Western Provinces.



The tumbler that boosts Jam sales

Every tumbler, jar or pail of Banner Brand Jam you sell becomes a booster for the sale of more. Your customers simply cannot resist the longing for more. The **pure** fruit deliciousness appeals to the most fastidious tastes. L. & B. Banner Brand Jams are Genuine. The label bears the true contents of the jar.

Get a supply of the L. & B. line. The profits are good.

LINDNERS LIMITED

340 Dufferin Street **TORONTO**

Phone Parkdale 2985

REPRESENTATIVES:

Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick; W. H. Lyne Usher, Halifax, Nova Scotia and Prince Edward Island; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; H. E. Gross, Vancouver; Western office at Winnipeg.

BANNER L&B BRAND

5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 80

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats. 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Ammonia Powder—	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—	
10c cakes, boxes 2 doz.	0 90
	Per lb.
½ lb. cakes, boxes 6 lbs.	0 32
Cocoa—	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
⅛s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato— Cases 2 doz.	Per doz. 1 20
Icings, Prepared—	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.L.—	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90
	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain— Cases 2 and 4 dozen	Per doz. 0 90
Shaker Table Salt, free running,	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" BRANDS COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40
5c pkgs., cases 50s	1 90

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" BRAND CEYLON TEA.

	Per lb.
25c black, green or mixed, 1 lb.	0 20
25c black, green or mixed, ½ lb.	0 21
30c black, green or mixed, ½ and 1 lb. pkgs.	0 24
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
	Per case.
"Piccaninny" brand pancake and	

LAPORTE, MARTIN, LIMITED. Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 06½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 06½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES. BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 50

California Celery and Cauliflower

New Florida Cabbage

Yellow Onions in bags.
Spanish Onions in crates.

The above goods are all No. 1 quality.
Freshly arrived and moderately priced.

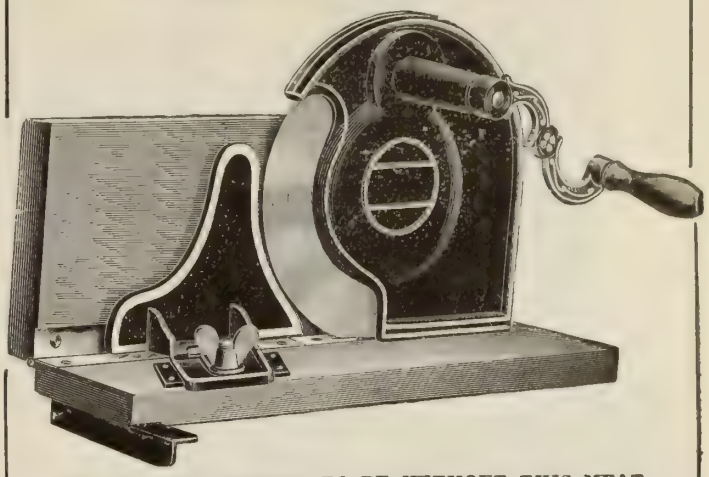
SEND IN YOUR ORDERS

White & Co., Ltd., Toronto

Wholesale Fruit and Fish

THE ROTUNDA

Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.

KINGSTON, ONTARIO, CANADA

AGENTS



By Special Royal Permission.

Medical Science and Sardines

Medical science tells us that the sardine supplies an excellent proportion of nitrogenous material — a body builder and brain food.

This, together with the fact that

"King Oscar" Brand Sardines

are packed in pure Olive oil makes them a most desirable food.

Recommend "King Oscar" Brand Sardines, they will make for more business and better profits.

Canadian Agents

J. W. Bickle & Greening

(J. A. Henderson)

HAMILTON, - ONTARIO

ARCTIC

REFRIGERATORS

built for service and appearance

They give service with their dry, cold air, which preserves the freshness of perishable goods. They give greatest amount of cold air for amount of ice consumed. Being well made with separable parts are easily kept clean and sanitary.

Arctic Refrigerators are handsomely finished with heavy, brass hardware and overlapping doors.

All styles for all purposes.

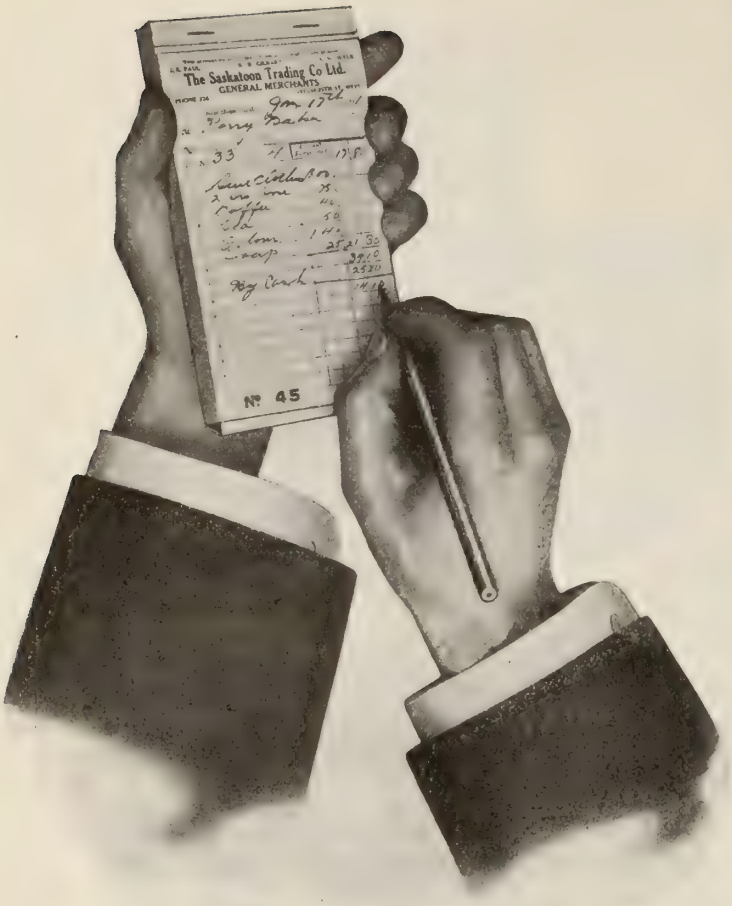
Catalog on request.



JOHN HILLOCK & CO., Limited

TORONTO, ONT.

Agents: Quebec and Maritime Provinces: Wolf, Sayer & Heller, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask.



At This Season Of The Year

It is advisable to look up your supply of Counter Check-books. With a little timely thought before the rush begins, the exasperating inconvenience of running short and having to undergo all the worry and disadvantages of waiting for them will not occur this year.

Investigation and comparison will convince you of the superiority of the

"SURETY"

The only perfect duplicating salesbook.

When buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, cleanliness and moisture-proof qualities. These are all strong points in favor of the "Surety."

The "Surety" salesbook is made in styles and sizes suitable for every business. The back of the original sheet, and the original and duplicate sheets in triplicate book is coated with a carbon **that does not smut with ordinary use, gives a perfect copy every time and will not deteriorate with age.**

Write for our quotations. We guarantee satisfaction.

We have installed every known facility to turn out the highest quality of work cheaply and quickly.

We also make every style and size of single Carbon Pad.

Manufacturers of the McCaskey Account System

The Dominion Register Co.
LIMITED

TORONTO, - ONTARIO

Trafford Park, Manchester, Eng.

Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens o. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
2os, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10⅝
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11⅛
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, ease 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5 10, 30 lbs. (loose).	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, et 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 30
Five cases or more	4 95

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS

and

BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 llbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.06
36 lbs., silver gloss 6-lb. draw lid boxes	.06
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamell (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

Globe Washboards

Walter Woods & Co.
HAMILTON and WINNIPEG

Fancy Florida CELERY

First This Season Just Arrived

Sizes
3, 4 and 6 Dozen Crates.

Fine Quality, Well Bleached

Prices Reasonable.

Order few Crates with your next order.

HUGH WALKER & SON
GUELPH and NORTH BAY

BACON

There is no Better Bacon on the market to-day than Fearman's "Star Brand" English Breakfast Bacon, and it is certain to give your customers the very best satisfaction.

Made by

F. W. FEARMAN CO., Limited
Hamilton, Ont.
ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

Order at once from your jobber, and if he cannot supply you,—then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.
Limited
Hamilton, Ontario
Sales Dept. at St. Catharines.

Recommend "Cow Brand" Soda to the Housewife



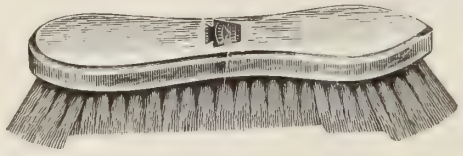
Whether she is a housewife of many or few moons she will appreciate the absolute reliability of this famous soda. It is pure, of great strength and the pronounced favorite of cooks everywhere.

Fill up your stock—your jobber has it.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL



The above cut shows an article of daily use in every household in Canada. We specialize on

Scrubbing Brushes

and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the KEYSTONE BRAND.

Stevens-Hepner Company
Limited
Port Elgin, Ontario.

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
5-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containg 45 cartons, epr case 3 00
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 75

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints..... 3 25
Cases of 3 doz. ½-pints..... 2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 80

NUGGET POLISHES.

Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan..... 3 65
Card Outfits, Black and Tan..... 3 25
Creams and White Cleanser..... 1 15

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s 45
Black Watch, 12s 45
Bobs, 5's and 10's..... 39
Bully, 6's 44
Currency, 6½s and 12s 39
Stag, 5 1-3 to lb. 58
Old Fox, 6 lb. boxes 40
Pay Roll Bars, 7½s 53
Pay Roll, 7s 53
War Horse, 6s 43
Plug Smoking, Shamrock, 6s, plug or bar 45
Rosebud Plug, 7's 50
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 53
Cut Smoking—Great West Pouches, 8s 39
Regal Cube Cut, 9s 70

TEAS.

THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R'tl
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label, 1s 0 20
Blue Label ½s 0 21
Orange Label, 1s 0 23
Orange Label ½s 0 24
Brown Label 1s and ½s 0 28
Brown Label ¼s 0 30
Green Label 1s and ½s 0 30
Red Label ½s 0 40

CENTURY SALT



Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients, the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT C° LIMITED
SARNIA, ONT.

Cleave's
DEVONSHIRE CREAM
Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good
ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents
FRANK DAVY & CO., 6 St. Sacrament St., Montreal

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH — FROZEN FISH
SMOKED FISH — SALT FISH

Carload and less than carload shipments

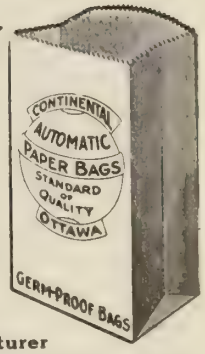
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Any of these firms will supply you

Continental Germ-Proof Grocery Bags

Reinforced Automatic Opening, Square bottoms.

Guaranteed by the manufacturer



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NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright, Ltd., Vancouver.
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a delicious complement

to any fish, fowl or steak. Any kind of meat is made more delicious and has that appetizing tang so much desired by the English country gentleman at his hunting dinners and which is growing in great favor in Canada.

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Rowat & Co.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

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ORANGE MARMALADE

BANNER BRAND.

	Price Doz.	Shipping W'ght Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	33
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
buckwheat flour, cases 3 doz.	3 00	
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Labell, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	70	1 00

JAMS AND JELLIES.

T. UPTON & Co.

Pure Fruit Jams—Raspberry and apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per dozen; o. 2 tins, 2 dozen in case. $1.90 per doz.; No. 5 tin pails, 9 pails in crate 37½c. per pail; No. 7 tin pails, 6 pails in crate, 57½c. per pail: No. 7 wood pails, 6 pails in crate, 52½c. per pail; 30 lb. wood pails, 7¼c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant and pineapple flavors, 9-oz. glass tumblers, 2 doz, in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 paills in crate, 52½c per pail: No. 7, tin pails, 6 in crate, 52½c; 30-ib. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

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WHITE SWAN SPICE AND CEREALS, LTD.

	List Price.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$0 90
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

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White Swan Yeast Cakes, per case 3 doz. 5c packages	1 15



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



Encourage the housewife to do her own laundry work.

By doing so, you widen your market for the better grades of soaps, bluing, borax, washing powders and Chinese Starch.

Sell her

CHINESE STARCH

and make her ironing easier and more satisfactory in every way.

Chinese Starch is the only starch containing two oils, —one imparts a delicate perfume; the other keeps the iron from sticking.

Chinese Starch is prepared ready for use, requiring only the addition of water.

We prepay freight on orders for two cases or more.

OCEAN MILLS, MONTREAL



Menard *means* Service

The Menard Commercial Car makes possible a more efficient delivery service with less operating expense than with horses. This is a car designed to meet the demand for a light, strong motor with a large reserve of power and considerable speed, even with a 1,500-pound load.

Keep up your store service. Write for full particulars.

Menard Commercial Motor Car Company, WINDSOR, ONT.





A LOT LESS RUBBING NO MORE MONEY

—from the housewife's view-point

The good housewife appreciates fully the services given her by this pair of wash-day requisites. They eliminate to a very great degree, the hard rubbing of wash day and thereby save the clothes, as well as much hard labor.

It is evident that these soaps are reaching the heart of the people from the monthly increase in sales that our books show. In selling them you give the housewife the maximum of real value, and make a full 26½ per cent. on your investment.

Sold through the wholesale trade.

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Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

FRUIT PULPS

OF ALL KINDS

FRESH BITTER ORANGES and LEMONS PEELS IN BRINE.

F. KESSELL & CO. 7-8, The Approach

London Bridge, London, Eng.

It's our business

to buy supplies and materials for bakers, confectioners, etc. We can supply you with the best of anything and everything at lowest prices. We can best advise you, because we are buying all the time. Write now.

The Biscuit & Cracker Mfrs. Co.

105 Hudson St. New York City

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

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842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality

Most Reasonably Priced

"Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.

Agents Montreal

EGG FILLERS

12-DOZ. EGG CASES

The Trent Mfg. Co., Limited

Trenton, Ontario, Canada

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Satisfaction and profits with every sale, We want more agents. Write

Augustin Comte & Co.,

Limited, P. O. Box 2963, MONTREAL

COFFEES

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish trade.

HEADQUARTERS FOR

MAPLE FLAVOR

bulk only

Thomas Henderson, Manufacturing Chemist.

86 Fulton St. NEW YORK

Two Cents Per Word

You can talk across the continent for two cents per word with a WANT AD. in this paper.

The

Condensed Ad.

page

will interest you

HOLLAND RUSK

have an established reputation for uniformity of quality and general excellence. Keep it displayed on your counter and watch the demand grow.



HOLLAND RUSK COMPANY

HOLLAND. MICH.

ALLISON COUPON BOOKS

When a man wants credit, give him an **Allison Coupon Book**, and have him sign form at front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



Allison Coupon Books cost but a trifle, and save what they cost many times over. You CAN run a credit business without them, of course, but you CAN'T AFFORD it. For sale by the jobbing trade everywhere. Manufactured exclusively by

ALLISON COUPON CO.,

Indianapolis, Indiana U.S.A.

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

When writing advertisers kindly mention having seen the ad. in this paper.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c, for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

NOVA SCOTIA — COLLECTIONS MADE throughout Province. Owen and Owen, barristers, Annapolis Royal.

BUSINESS CHANCES

GROCERY BUSINESS, BERLIN, ONT. — Death of owner compels quick sale of stock, fixtures, etc., of fine business in first-class running order. No better location in city. Write E. B. Betzner, Berlin, Ont.

SITUATION WANTED

TEA SALESMAN DESIRES POSITION WITH wholesale or broker's establishment. Twenty years' experience, nine years with present firm. Excellent references. Box 37, Canadian Grocer.

GROCERY CLERK, AGE 34, MARRIED, NO family, abstainer and non-smoker, with life experience of the trade in Old Country, and at present clerk in hardware, is open for situation in good store. Not afraid of work. Good references. Apply, stating wages, to Frank Smith, Sinclair, Man.

WANTED

MANUFACTURERS OF PRESERVED PROvisions, meats, fish, game, soups, etc., 50 years' reputation, requires live agents in all parts of Canada. Only sound men who can introduce business need apply. Box 112, Canadian Grocer. 88 Fleet St., London, England.

Some Dealers Raise A HOLLER



when they come across some old unpaid accounts, other dealers quietly hand their accounts over to us and we collect the money. Absolutely no charge if we do not collect.

Send for forms to-day.

THE NAGLE MERCANTILE AGENCY
Westmoun . Montreal - Que.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

You can talk across the Continent for two cents per word with a want ad. in this paper.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

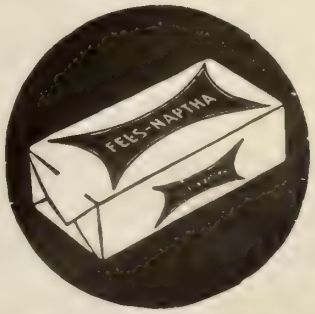
Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL

"The Sayings of

Anty Drudge" is a 4 x 5" 8-page booklet telling in a delightfully concise, clear style the story of "the Fels Naptha way" and the plain directions for using Fels-Naptha in this Fels-Naptha way. A supply of these booklets is yours for a postal. They will help your Fels-Naptha sales—not, (of course,) without helping other sales!



There's going to be a big demand for this!

It comes from England, with a two-and-a-half-century reputation. The splendid qualities of Dickeson's Tea—its purity, flavor and strength—combined with a strong and convincing advertising campaign are bound to bring a brisk demand! **Dickeson's Tea** will give your customers the utmost enjoyment and satisfaction. It's a quick-selling line and a good repeater.

NOW'S THE TIME TO STOCK UP!

DICKESON'S TEA

"The Beverage of the Old Country."

Canadian Agents

Toronto—Fredk. E. Robson & Co

Hamilton—C. G. Walker & Co.

Ottawa—H. N. Bate & Sons, Ltd.

Windsor—G. Clair Bliss, Detroit, Mich.



Canadian Agents

London—R. Donaghy.

St. John, N.B. — E. T. Sturdee.

Quebec, Que.—A. Francois Turcotte.

Winnipeg, Man.—W. Lloyd Lock & Co.



Length, 425 feet. Height, 115 feet. Depth, 120 feet.
Capacity: 200,000 Barrels a year.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Frontenac Beer is Selling

Have you a stock? The new ½-doz. or full dozen cardboard package enables customer to carry it home under the arm. An idea appreciated both by latter and retailer.

Canada's Largest Brewery wants to do business with you.

THE FRONTENAC BREWERIES LIMITED, MONTREAL

INDEX TO ADVERTISERS

A

Allison Coupon Co. 60
Anglo-B.C. Packing Co., Ltd. 9

B

Baker & Co., W. 61
Balfour-Smye & Co. 12
Beauchamp, Claude 17
Beard, D. 17
Benedict, F. L. 60
Bickle, J. W., & Greening ... 53
Borden Milk Co. 7
Bovril Co. 10
Brand & Co. 9
Brantford Cold Storage Co... 16
Biscuit & Cracker Mfrs. Co... 6

C

Campbell Brokerage Co. 16
Campbell Bros. & Wilson, Ltd 3
Canada Starch Co. 22
Canadian Fishing Co., Ltd.. 57
Canadian Salt Co. 49
Catelli Co., Ltd. 51
Chaput, Fils & Cie. 15
Chase & Sanborn ..Front cover
Church & Dwight 56
Clark, Ltd., W. 11
Cleave & Son, Ltd. 57
Coles Mfg. Co. 12
Comte's Coffee 60
Connors Bros. 48
Cornish, E. O. 16
Continental Bag & Paper Co. 57
Crescent Mfg. Co. 16

D

Dickeson & Co., R. 62
Dominion Canners, Ltd. 4 5
Dominion Register Co., Ltd. 54
Dominion Salt Co. 57
Duncan & Co. 6

E

Eby-Blain, Ltd. 45
Emerson, Bamford & Co. ... 60
Escott & Co., W. H..... 16
Eureka Refrigerator Co. 21

F

Fearman, F. W., Co. 55
Fels & Co. 61
Fenwick, Hendry & Co. 53
Frontenac Breweries 62
Furuya & Nishimura 6

G

Gorman, Eckert & Co. 6
Gunn's, Limited 32 33

H

Hamblin, Brereton Co. 16
Hamilton Cotton Co. 3
Hargreaves (Canada), Ltd.... 7
Henderson, Thomas 60
Hillock & Co., John 53
Holland Rusk Co. 60

I

Imperial Oil Co. 10
Irish Grocer 60

K

Kessel Co., F. 60
Kilgour Bros. 3
King Co., Frederick 7
Kirkwood & Sons 19

L

Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited ... 63
Leadley, Ltd. 16
Leeuw, Henri de 16
Leitch Bros. Flour Mills, Ltd. 8
Lemon Bros. 51
Lindners, Limited 52
Lothian & Co., W. B..... 17

M

MacKay, John 51
MacLean's Magazine 14
MacNab, T. A., & Co..... 17
McCabe, J. J. 51
Magor, Son & Co. 22
Malcolm & Son, Jno..... 50
Mathieu & Co., J. L..... 17
Menard Commercial Car 59
Millman, W. H., & Sons..... 16
Morrow & Co. 16
Mott, John P., & Co. 50

N

Nagle Mercantile Agency.... 61
Nicholson & Bain 49
North Atlantic Fisheries, Limited 19

O

O'Loane, Kiely & Co., Ltd.. 16
Oakey & Sons, John 17
Ocean Mills 59

P

Paterson & Sons, R. 19
Patrick & Co., W. G... 16
Pennock, H. P., & Co., Ltd.. 16
Perrin & Co., Ltd., D S.... 2

R

Renfrew Machinery Co. 18
Rennie, Wm. 18
Richards Pure Soap Co. 59
Rock City Tobacco Co. 49
Ronuk, Ltd. 8
Rowat & Co. 58
Ruttan & Chipman 16

S

St. Lawrence Sugar Refining Co. 3
St. Vincent Arrowroot Growers 13
Salada Tea Co. 21
Sanitary Can Co. 58
Schneider & Sons 14
Simpson Produce Co. 16
Smalley, Kivlan & Outhank.. 12
Smith & Son, E. D..... 13
Spurgeon, H. G. 16
Stevens, Hepner Co. 56
Stuhr, C. F. 17
Sugars & Canners 20
Symington & Co., W. 6
Symington & Co., Thos..... 12

T

Tanglefoot 17
Tippet, Arthur P., & C..... 1
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited 8

W

Wagstaffe, Ltd. 47
Walker Bin & Store Fixture Co. 18
Walker, Hugh, & Son 55
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Western Salt Co. 10
Wethey, J. H., & Co..... 55
White & Co. 53
Wiley, F. H. 16
Woodruff & Edwards 21
Woods & Co., Walter 55

Stock-Taking Notes

Now is the time to lay plans for a better and larger business for 1914. Look over your stock—clear out the "dead" lines and send us your order for some of our specials to put new "Life" into your business.

We have the "quality" that brings in orders.

Canadian Canned Goods

"VICTORIA" Brand stands for quality.

Let us send you along an assortment of the following:

VEGETABLES.	FISH.	FRUITS.
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herring	Pears
Beets	Oysters	Peaches
Asparagus, etc.	Cod Fish, etc.	Plums, etc.

FISH IN BARRELS.

Codfish, Herrings, Haddock, Labrador Salmon, Trout.

DRIED FRUITS.

Full assortment of Raisins.

California, Valencia, Sultana and Malaga Table Raisins and Currants, loose and in packages.

Evaporated Fruits, Prunes, Peels, Dates, Figs, Nuts, Peanuts.

Write, Phone, Wire

Laporte, Martin, Limitee

568 St. Paul Street,

MONTREAL, QUE.

Tel. Main 3766.

1914 belongs to the most progressive

The Canadian banks are in funds again, the latest reports are excellent. Liquidation has shaken down inflated prices. Retail grocers have kept their stocks down to a safe level and a favorable Spring will mean active but discriminating buying.

The progressive manufacturer will seize this opportunity of **attracting the interest of the retail trade now** in anticipation of the lively buying that a mild winter and early spring will ensure.

The retail trade are studying the advertising pages of Canadian Grocer now for favorable Spring offerings.

What have you got for them?

In preparing your advertisements, consult our advertising service department. You supply the attractive values. We will put them in pleasing shape.

Get your share of this 1914 business that will go to the leaders.

Write us for particulars now

CANADIAN GROCER

Publication Office
143 UNIVERSITY AVE., TORONTO

Telfer's Reception Wafers

Telfer's Oatmeal Crackers



-the biscuits people like

These biscuits must be increasing in popularity from the steady increase in our sales, which is indeed phenomenal. Telfer's Graham Wafers are the kind people like because they are ever crisp and delicious.

They appeal to all classes of trade and satisfy the experienced buyer as well as the uninitiated, merely because they know what they like without knowing why.

Send for rush order and try out our lines.

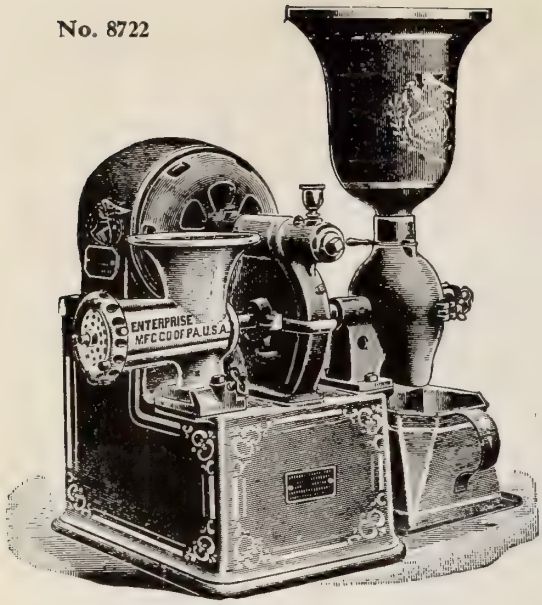
TELFER BROS., Limited
COLLINGWOOD - - ONTARIO

BRANCHES:
TORONTO BRANTFORD HAMILTON WINNIPEG
FORT WILLIAM EDMONTON

Telfer's Vanilla Wafers

Telfer's Cheese Wafers

No. 8722



The importance of service

Every large business is built up on service. Good service means more sales and larger profits. No doubt you have realized this, but what are you doing to improve the service in your particular store?

Is your equipment up to the mark—can you give your customers freshly-ground coffee at a moment's notice, or a jug of molasses—or must they first lose time and patience waiting?

"ENTERPRISE"

Coffee Mills, Food Choppers, Beef Slicers, Self-measuring Molasses Pumps, etc., always ensure prompt and efficient service. They are solidly built on the most improved scientific principles, are strong and durable, and give an unintermittent daily service.

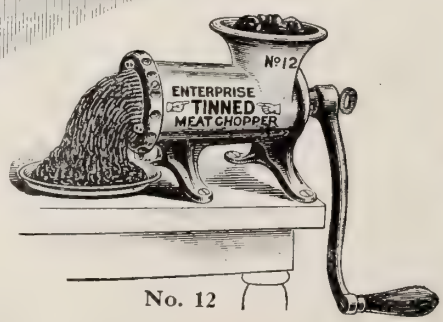
The Enterprise Catalog contains a mint of information and will be of interest to every progressive dealer. Sent free on request. Write now.

The Enterprise Mfg. Co. of Pa.

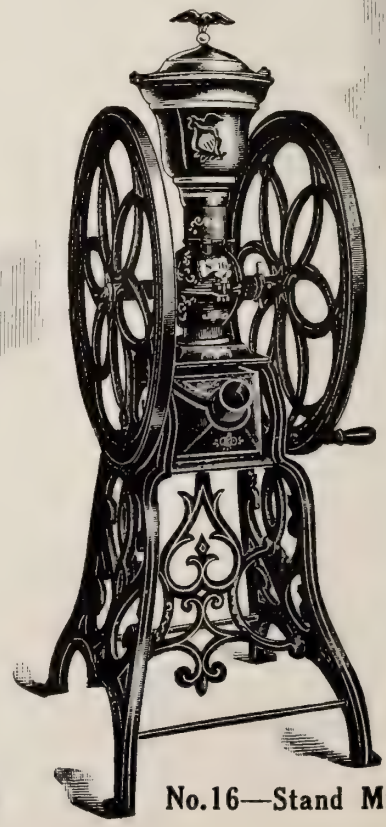
Patented Hardware Specialties

Philadelphia, - U. S. A.

Chicago Branch, 176 North Dearborn St.
530 Golden Gate Ave., San Francisco
29 Murray St., New York.



No. 12



No.16—Stand Mill

THIS IS THE 1,366th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 13, 1914. No. 7

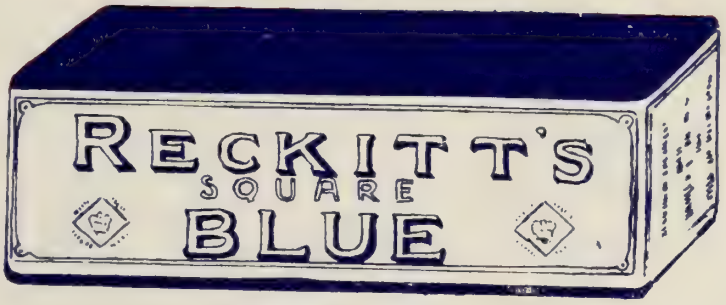
RECKITT'S

are getting busy in Canada



Zebra Stove Polish

The chief ingredient of stove polish is plumbago. Reckitt's refine and prepare it by a special process. This is one of the exclusive Reckitt advantages in producing a polish that gives an easy and lasting shine.



Reckitt's Square Blue

One trial will satisfy the housewife as to the superior bleaching qualities of this blue. It produces a dainty whiteness on all linens and lingerie. Leaves no streaks. There's a scientific reason. Reckitt's always insures satisfaction to the fullest.

Brasso

Is the metal polish that cleans and polishes with one operation. It is the most satisfactory all-round metal polish for home use. Automobile owners say it is the best for the brass finishings on their cars.



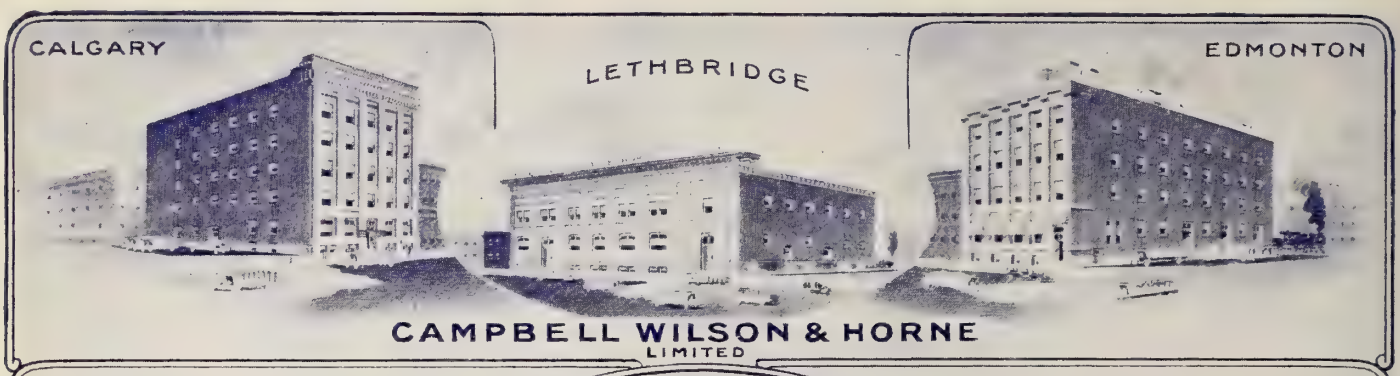
THE big Reckitt advertising campaign is directly working for the retail dealer. It covers Canada from coast to coast. The sales-pulling force of this campaign has made it necessary to open up a Canadian Sales Branch in order to supply promptly the big demand of the trade. This year promises to be a record-breaker.

Canadian Office:

RECKITT'S (OVERSEA) LIMITED

122 WELLINGTON ST. WEST **TORONTO, ONTARIO**

Try our excellent service for 1914



CAMPBELL WILSON & HORNE
LIMITED



ROYAL SHIELD BRAND OF GOODS

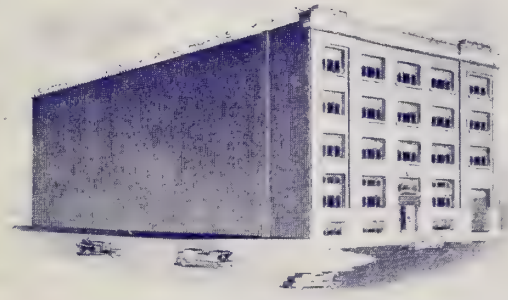
PACKERS OF
ROYAL SHIELD
BRAND
OF GOODS

CAMPBELL BROS. & WILSON LIMITED
THE OLD RELIABLE HOUSE
ESTABLISHED 1882

ROYAL SHIELD BRAND OF GOODS

IMPORTERS
AND
WHOLESALE
GROCERS

SASKATOON



CAMPBELL WILSON & ADAMS, LIMITED.

REGINA



CAMPBELL WILSON & STRATHDEE, LIMITED

Our complete line of groceries has no equal. Our service leaves nothing to be desired——Get in touch with "Royal Shield Brand" of goods.

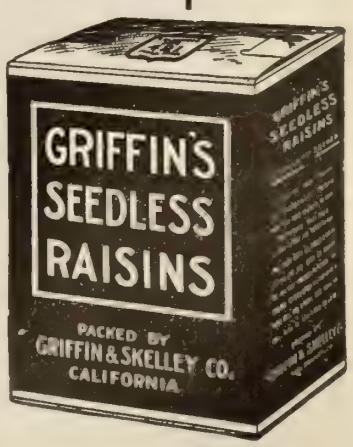
The Difference

between goods that attract and hold new trade to your store and those that merely give no cause for complaint is the difference between *Griffin & Skelley's high-grade fruits* and ordinary kinds.

Griffin's Seedless (not seeded) *Raisins* have been continental leaders for years. Every locality has endorsed them as the best. Nothing superior is grown in California.

Like other Griffin's Dried and Canned Fruit products, Griffin's Seedless Raisins attract the best trade and hold it.

ARTHUR P. TIPPET & CO.
Agents
MONTREAL



Actual Photo of Perrin's Dairy Cream Sodas

Actual Photo of Box



Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine

10c Red Label

25c Cardboard

30c Tin

also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA



Your customers may not know

and it is up to the dealer to tell them of the advantages and good dishes that can be prepared with the **Borden** quality Milk Products.

The large percentage of butter fat and cream in

St. Charles Brand Evaporated Milk

permits of satisfactory whipping—it can be beaten to a froth, and is most delicious in coffee, chocolate, or with fruits, pudding, cake, etc.

A little salesmanship will work wonders —just a suggestion or recommendation is needed to make a sale. Most of your customers know or have heard of the Borden **high quality.**

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building Vancouver, B.C.



E.D.S. Jams *and* Jellies

stand out in your store as strong as this trade-mark does in this Ad.



When you put up a display of E.D.S. products, you not only have a distinctive display, but you add to your store that tone of refinement which is ever present with pure and high quality goods. Moreover, a display of E.D.S. Products will make many sales for you at a good profit.

E.D.S. *Purity* is backed by the report of the Government inspector — see bulletin No. 244.

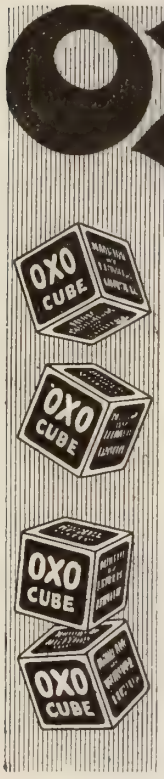
Made only by

E. D. SMITH & SON LIMITED

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.

Abide By What Your Own Customers Say



If you are not handling OXO CUBES because you "don't think your trade buy them," just make this simple test.

Next week—starting Monday morning—ask your customers whether or not they use Oxo Cubes and keep a record of the replies. On Saturday night, cast up the totals. You'll probably be a good bit surprised at the number of your customers who are buying Oxo Cubes at some other store.

OXO CUBES

are selling by the thousands and thousands. Dealers in every section of Canada say their sales of Oxo Cubes for November were way ahead of last year. And now that cold weather is here, 'most everybody is wanting hot drinks and hot dishes.

Make the test and abide by what your customers say. Then write us for special prices to the trade.

Corneille David & Co.

Toronto Montreal Winnipeg St. John, N.B.



Efficient!

A combination of simplicity in operation—compactness in construction! The Barr Account Register keeps your customers daily aware of the extent of credit used—gives **you** an ever-ready record of the "standing" of your customers' accounts up to the minute.

Barr Account Registers

form a friendly line of approach in handling credit accounts, and have shown many merchants the way to bigger business.

Write us **to-day**—ask for information in detail and a demonstration—it costs nothing and means money to you.

Barr Registers Limited
Trenton, Ontario

Great Britain—Head Office: Dacre House, No. 5 Arundel Street, Strand, London, W.C.
Factory: Birmingham, England

Enjoy delicious, wholesome vegetable dishes and reduce your living expenses

Perhaps you do not know that the prices on Canned Vegetables are lower at present than they have been for some time. The careful housewife who is anxious to economize will find Canned Vegetables a big help in the kitchen. There are so many different ways of serving up hot tomatoes (soups and stews), corn, peas, etc., that you can always have something tasty, wholesome and nutritive for dinner or supper at small cost. They are easy to prepare and help reduce fuel expenses.

Include a few tins in your order to-morrow, making one of them Baked Beans—the delicacy with tomato sauce that all enjoy. One tin of beans will make a meal for the family.

Baked Beans, "Simcoe Brand" (very delicious) .....
Peas, "Canada First" (sweet and tasty) .....
Sugar Corn, "Maple Leaf Brand" .....
Beets, "Hygeian Brand" (always relished) .....
Beans, Golden Wax, "Horse Shoe Brand" .....
Asparagus, "Simcoe Brand" (very tender) .....

These are a few of the more popular brands which we carry; the quality is unsurpassed. We also carry a complete line of Canned Fruits, Jams, Jellies, etc. Ask for our special prices on case lots.

We Deliver Promptly **Satisfaction Guaranteed**

....
(NAME OF DEALER)

.... **Phone** .....
ADDRESS

(Insert name and change prices to suit)

An ad. suggestion

for use in your advertising space in your local newspaper. Most of your customers know the quality of the Dominion Canner's Brands, and an ad along the lines suggested should produce good results. Try it.

Dominion Canners, Limited

HAMILTON, ONT.

JAPAN TEAS

Furuya & Nishimura



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.



SYMINGTON'S SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

Easy to prepare—put the contents of packet into water—stir—boil—serve.

Canadian Agents:—

Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

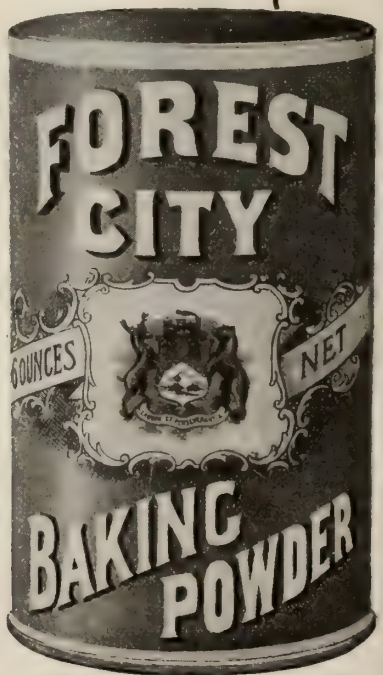
That's what counts—

It's the housewife's verdict. When the baking is good—light, fine-grained and tasty the housewife is pleased and so are all the rest. It means that the grocer who sold the good baking powder—Forest City, is going to get their steady patronage for baking powder as well as for other lines.

Forest City Baking Powder is a home favorite. Stock it today.

Gorman, Eckert & Co.,
London, - Ont.

Western Selling Agents:
MASON & HICKEY,
Winnipeg, - Man.



MARMALADE

The season is at its height and oranges are cheap. Do not let your customers spoil their Marmalade with poor sugar.

St. Lawrence Granulated

100% PURE CANE. The best sugar made

Hold your tea order till our traveller calls

We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.

"ZIP"



The King of Hand Cleaners

Why not put in a trial lot? There is a special selling plan with it.

The quality is there in every way, and profit for you makes it even more attractive.

Ask our Agent.

The Zip Mfg. Company, - Sutton, P. Q.
AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.



Bee Brand
Jellies, Starch, Borax

These specialties are of highest grade. They can always be depended upon for quality and purity. Put up in neat and attractive packages. Get the Busy Bees working for you.

Send for samples.

FORBES & NADEAU, Montreal, Que.

The Breault-Gill Line of
Prepared Mustard
Picalilli and Chow Chow

This is a line especially prepared for fine table use, and as such is fast growing an enviable reputation. Your smallest order will get prompt, careful attention.

Write for prices.

Breault, Gill & Co.
622 ST. PAUL ST. MONTREAL
Agents Wanted



TURKISH DELIGHT

No quality has yet been proven equal.
No price has yet been made to beat ours.
A Good Combination.

Packed in neat package. Toothsome and Enjoyable
Write to-day

Oriental Produce Co., Montreal
AGENTS:
W. H. Lyne Usher, Halifax. Watson & Truesdale, Winnipeg
Others Wanted



Merchant: "I guess that Bowser salesman is about right. This old method of handling oil is a loss. I can literally dig the dimes and dollars out of my oil-soaked floor, battered and dust-filled measuring containers. I am going to make my oil business a **trade getter** instead of a trade loser by installing a **BOWSER.**

How many gallons of Kerosene

or Gasolene do you *BUY* when you refill your tank?

How many gallons do you actually *SELL* and get paid for?

The difference is your loss.

BOWSER ESTABLISHED 1885

Stops this loss. It's like your cash register or computing scale—your sleepless watch-dog.

It abolishes odors, waste, funnels, measures, and puts your kerosene and gasolene business on a business basis.

Tank can be either on the floor or under it. Buried in the ground, or outside your store, your *fire risk* is eliminated. If on the floor, fire risk reduced to the minimum.

Bowser pump measures gallons, half-gallons and quarts or pints at each stroke. Set the indicator. It does the rest.

And it costs so little. You soon pay for it with increased profits.

Write now for further particulars.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue, - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.
Established 1885.

H·E·I·N·Z H·E·I·N·Z

What Customers Ask You For

is generally an advertised article because advertising has taught them its name and quality and made them wish to buy it. Sales come quickly and easily if you do *your* part.

Let us show you how our Grocers' Service Department will help *you* increase the sale created by our consumer advertising.

Write us or ask our salesman.

H. J. HEINZ COMPANY
PURE FOOD PRODUCTS
PITTSBURGH, U. S. A.

H·E·I·N·Z H·E·I·N·Z

Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills,

Limited

Oak Lake, Manitoba

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN



Caught in Salt Water and Canned Immediately

SOCKEYE



Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

HOLLY LEAF

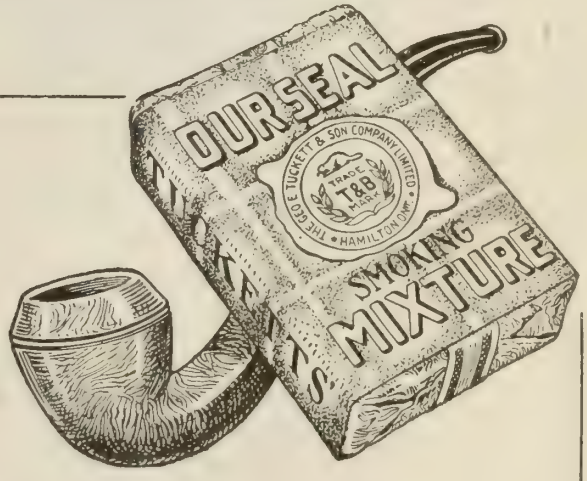


Quality is Our First Consideration

The Prince *of* Tobacco Blends

After experimenting with various blends for six years our expert blender produced "Our Seal" smoking mixture and pronounced it good, and it is good. It is of a rich mellow flavor and has a peculiarly delightful fragrance that satisfies the young smoker as well as the hardened veteran. It pleases them all and brings ready sale and good profit. "Our Seal" is the prince of all tobaccos.

Stock it to-day—Write your wholesaler.



Tuckett Limited
HAMILTON, ONT.

Our Seal TUCKETT'S SMOKING *Tobacco*

We Want Responsible Buyers in Each District

SAFETY MATCHES
FROM
SWEDEN

SIRIUS BRAND

Superior Quality
Sure Light
No Sputtering

A PRICE CHANCE UNEQUALLED FOR



SOME LIVE WHOLESALER OR AGENT

Our prices are not slashed simply to meet competition. What our opposition does never enters our mind.

BUT

being the distributers for the largest producers in Sweden we are in the happy position of being able to quote quite low.

SIRIUS BRAND

Thoroughly Reliable
Decidedly Popular
Big Profits

SAFETY MATCHES

Swedish Steel Importing Co., 509 Can. Express Bldg., Montreal

ALL YOUR CUSTOMERS

MR. GROCER



are consumers to a greater or lesser extent of Pork and Beans. Do you ever give a thought as to which brand is the most popular with them?

We venture the opinion, without hesitation, that your sales will prove

Clark's Pork and Beans

TO BE THE FAVOURITE



THE REASON is obvious: CLARK'S are absolutely THE BEST.

Your customer gets QUALITY and VALUE for his money.

YOU get a GOOD SELLER and a comprehensive advertising scheme which assists your sales.

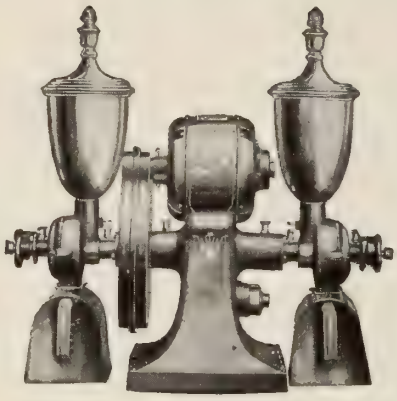
ABOVE ALL you get SATISFACTION in the way of pleased customers, repeat orders and ever-increasing sales.

Reputation is Dependent on Quality

W. CLARK LIMITED, MONTREAL

The Machine worth having

— Hobart
REG. U.S. PAT. OFF.



Hobart Electric Coffee Mills are the Best. They have won this recognition the **World** over.

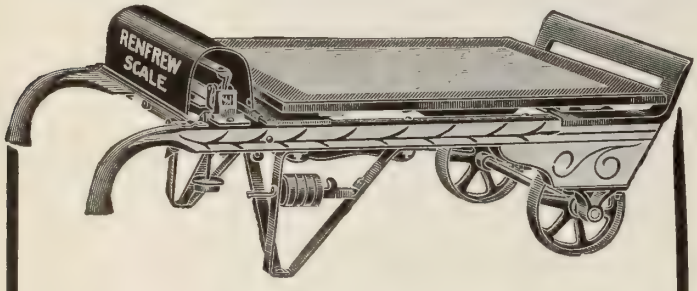
Hobart solicits the fullest investigation. The merchant who **investigates** buys a **Hobart.**

Hobart has passed the **Experimental** Stage. All "chance" has been eliminated. Over 70,000 users testify to **Hobart Superiority.**

Write to-day for free catalog.

The Hobart Manufacturing Co.

105 Church St., Toronto, Ont.



So Very Handy

Here is a scale you can wheel around and weigh goods anywhere you please. Weighs accurately, even if floor or ground is uneven.

The Renfrew Truck Scale

also practically mounts its own load up to say 600 lbs. If you want to weigh a heavy box, for instance, you shove the nose of the truck under the box, give the handles a press, and up comes the load. Weighs anything from 1 lb. to 2,000 lbs. Strong and substantial, yet not heavy nor cumbersome like a platform scale. Write for descriptive booklet and price.

The Renfrew Machinery Co.

LIMITED

RENFREW, ONTARIO

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

The Coffee of Satisfaction



There is nothing that a lover of coffee is so cranky about as the flavor of his favorite beverage. Once you can please him with that, you have done a big stroke towards getting and holding all his business. The care and skill we put into the blending and roasting of

MELAGAMA COFFEE

have made it an increasingly popular beverage with people who know good coffee. Well advertised; good margin; blended to suit Canadian tastes. It's a good seller. It's a good coffee. Have us send you a case to-day.

Of course you won't forget Melagama Tea, "the quality beverage"

We prepay freight

Minto Bros. Limited

45 Front St. E., Toronto

We guarantee the sales.

Cleave's

DEVONSHIRE CREAM

Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good

ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents

FRANK DAVY & CO., 6 St. Sacrament St., Montreal

Cleans alike, the hardest and most delicate skin



Snap is the friend of the horny hand of the laborer, and the delicately soft hand of the pretty miss.

It removes soil and stain without injuring the skin or irritating it in any way. Snap is antiseptic, healing.

Replenish your Fall Stock.

SNAP COMPANY, Limited
MONTREAL

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double Lidded Air-tight Tins,

5 SIZES.

Decorated enamel finished, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, CALGARY, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

Don't Burn Waste Paper —Sell It For Cash!

The safe, sanitary and *profitable* way to dispose of waste paper, rags, straw, etc., is *SELLING IT FOR CASH.* This is best accomplished by storing and baling it in a

ALL STEEL Schick FIREPROOF

BALING PRESS



A Davenport Press means an end to the unsightly rubbish pile—it saves wasting space—it removes a serious fire risk—it represents a source of steady income—it soon saves its cost. The *HOW* and *WHY* are in the catalog No. 9 —ask for a copy.

Davenport Mfg. Co.

DAVENPORT, IOWA,

COOK'S FRIEND BAKING POWDER

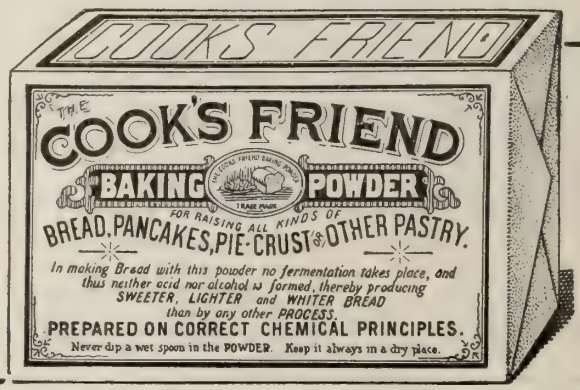
A leader for over Fifty Years

BECAUSE:—

It conforms to Pure Food Laws the world over; it is made from PURE GRAPE CREAM OF TARTAR and contains no alum or other dangerous or questionable acids.

The BEST ought to be good enough for your customers, especially when it costs no more than other brands of unknown quality, and is equal to imported powders at double the price. MADE IN CANADA and NOT by a FOREIGN TRUST.

W. D. McLAREN, Limited, Montreal



This man is

and

You can be

The man ahead

¶ The dealer with a McCaskey Account Register is 50 days ahead of his competitor each year. He has his business at his finger's end and through good system is getting the trade that formerly went elsewhere.

¶ A firm in Toronto belongs to the progressive class. Their case is just like thousands of others who are reaping the benefits of a McCaskey System.

¶ They installed a McCaskey System some time ago. A member of this firm remarked just the other day that they are saving over two hours of his time each day since installing the system.

¶ The old-fashioned competitor still tries to keep his business running with the old, antiquated methods of account keeping. He uses Day Books, Journals, Ledgers, Files, Memos, etc., and makes mistakes galore. Time and money are lost, and trade slips away. He thinks he can't afford to install a McCaskey.

¶ If YOU are wasting 50 days—or, in other words (valuing your services at only $5 for a 10-hr. day), you are losing $250 in cold cash each year. You are this much behind, and perhaps much more.

¶ Think what it would mean to your business to have two extra hours each day to look after the more important duties, the buying and selling ends of your business—to have your collections come in regularly—to be able to keep close tab on your slow-paying patrons—to run along without mistakes or losses, and to be able to prove your loss to a cent in case of fire. It will create a new interest in your business and put you on the road to success. **You** will be the man ahead. A McCaskey will do it—let us show you.

DOMINION REGISTER CO., LIMITED

90-98 Ontario Street, Toronto, Canada

Trafford Park, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD





The New Lot

of marmalade that we have made from this season's crop of selected Seville oranges is very fine. We believe we have surpassed ourselves this time. The color is very rich and clear. And the flavor of

Shirriff's Scotch Marmalade

will make those who try one bottle eager for more. Shirriff's Marmalade has always been a good seller. The profits are sure and quick. Send in your order for some of this new lot.

Imperial Extract Co.

Toronto

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Established 1859.
GEO. STANWAY & COMPANY
Toronto
Ontario representatives for
D. S. PARTHENOPULO
Patras, Currants
Importers of Texan Rices, White Beans, Lentils, Imported Canned Goods, etc.

ON SPOT
Valencia Raisins, Dates, all kinds, and Evaporated Apples.
W. H. Millman & Sons
TORONTO, ONT.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

Agencies Wanted
We solicit agency for Grocery and Confectionery lines. We cover Toronto thoroughly.
M. R. Yost & Sons,
84 Dundas Street, - - Toronto.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

Henri de Leeuw, Merchandise Broker
28 Front St. E., Toronto, Montreal, Halifax; representing Georgiades & Co., Patras, Greece, Currants; Antoine A. Capponi, Smyrna, Sultanas; Jose Romany Aranda, Denia, Spain, Valencias.
Ask me prices, and my special conditions.

WESTERN PROVINCES.

Agencies Wanted
I solicit representation of good Grocers' Druggists' and Confectioners' lines.
D. BEARD
15 Jarvis St. TORONTO

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg. Man.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG, MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

Manufacturers' Agents and Brokers' Directory

(Continued.)

QUEBEC.

Agencies Wanted

We know the retailers as they should be known. Do you want our connection? **Only quality lines handled.**

W. B. Lothian & Co.
B32 Board of Trade Building,
MONTREAL

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The Flavor Sells It!



MAPLEINE

is differently delicious, and supplies a much-felt want. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.

BRAND **STUHR.**



STUHR'S
CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.
Sold by all High-Class Provision Dealers.

O. F. STUHR & CO., Hamburg.

Indents through European Exporters only.

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Why Waste Your Energy Selling 30c Tea?

You can sell more 40c tea than you can 30c tea, because it will bring your customers back for "more of that tea." Forty cent tea means more business, larger profit, better satisfied customers. No other 40c tea in Canada compares with 40c RED ROSE TEA in quality, flavor and strength. It is ALWAYS worth the price.

Red Rose Tea

"is good tea"

T. H. Estabrooks Co., Limited

7 Front St. East, TORONTO

The New Arctic Refrigerator Silent Salesman

OUR NUMBER 984

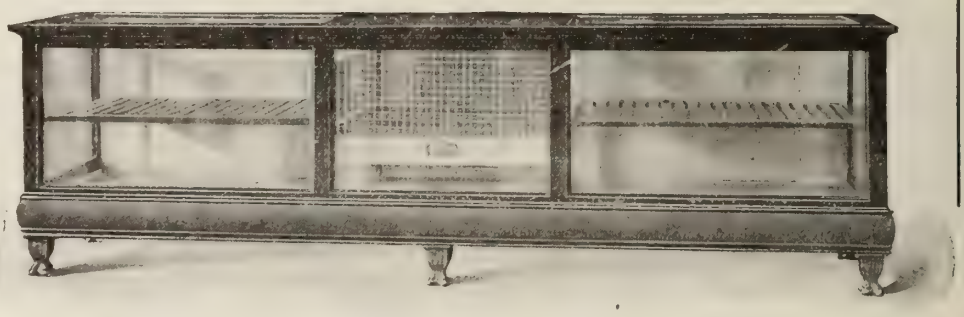
This is our 8 ft. case (also made in 6 and 10 ft), double glass and well finished, produces dry cold circulating air, keeps goods fresh on display.

Catalog sent on request.

John Hillock & Co., Ltd.

TORONTO ,ONT.

Agents: Quebec and Maritime Provinces: Wolf Sayer & Heller, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask.



RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

SWISS DAIRY
Brand
Condensed Milk
from Ireland

is a profitable 10c line.

4 dozen 16-ounce tins
$3.85.

Freight allowed up to 40c cwt. on 5-case lots or more.

Kirkwood & Sons
176 Dupont Street
Toronto
SOLE DISTRIBUTORS FOR CANADA.

Why experiment with ice-boxes when you can buy a refrigerator such as the

Eureka



backed as it is with twenty-eight years of practical experience, and with a guarantee of absolute satisfaction? The average refrigerator is merely an elaborate ice-box which, unlike the Eureka dry cold circulating air system, causes spoilage rather than preserves fresh meats, etc. The butcher and provision men take no chance with the Eureka to-day—Now is the time to install one.

Catalog and prices sent on request.

Eureka Refrigerator Co. LIMITED
54 Noble St., - - Toronto

Have you had a demand for

Crisco

If not, you can introduce a boon to the housewife.

Why not be the first in your locality? We will be pleased to mail you literature.

Western Selling Agents

MASON & HICKEY
WINNIPEG



Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space

Every dealer knows the value of good display of goods. He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a **"WALKER BIN" SYSTEM?** It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

WALKER PATENTED BINS

Walker Bin & Store Fixture Co.
LIMITED
BERLIN ONTARIO

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty Co., Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

THE GRAMMAR OF RICE

Rice should be good
that's positive

Some Rice is better than others
that's comparative

But Wessanen & Laan's "HdL. Brand Rice"
that's superlative.

Mr. Grocer:—
Did you see my lines yet, the Standards from the Royal Rice Mills, Wessanen & Laan, Wormerveer, Holland?

Java Oiled Rice, the Acme of quality, Hdl.	4301,	4302,	4303,	4304,	4305.
Java Polished	HdL	1489,	1289.		
Japan	299,	299D.			
Siam	149,	1047,	147.		
Patna	447,	448,	1448,	449.	

See that every bag of rice you buy from your wholesaler is marked HdL, as this is a guarantee, and your jobber handles it.

Remember HdL.

Henri de Leeuw

28 Front St. E., TORONTO

Also at MONTREAL, HALIFAX.

1914 has commenced

with just a repetition of the preceding twenty-one years.

The Increased Sales of "SALADA" in Canada alone

for the first month of this year, compared with January, 1913, amounted to

73,907 Pounds.



Just think! An increased trade in Canada of the equivalent to



739 Chests of Tea

in one month.

He certainly will be a difficult man to convince, if the above figures do not prove to him that

"SALADA"

gives magnificent service to the public.

A Profitable Line

WHITE SWAN Baking Powder

The dealer showing White Swan products in his window is reaping a harvest of profits because of the far-reaching demand created throughout the country by a vigorous advertising campaign.

Careful housewives everywhere are buying White Swan Baking Powder because of its successful results in the kitchen, and its guaranteed quality label——

"Surity of Purity"

This is a line that secures steady customers—brings constant repeat orders—and stimulates your whole business. Feature the White Swan line and become the foremost dealer in your locality.

Write for full information or ask for a representative to call.

White Swan Spices and Cereals, Limited

Toronto, Canada



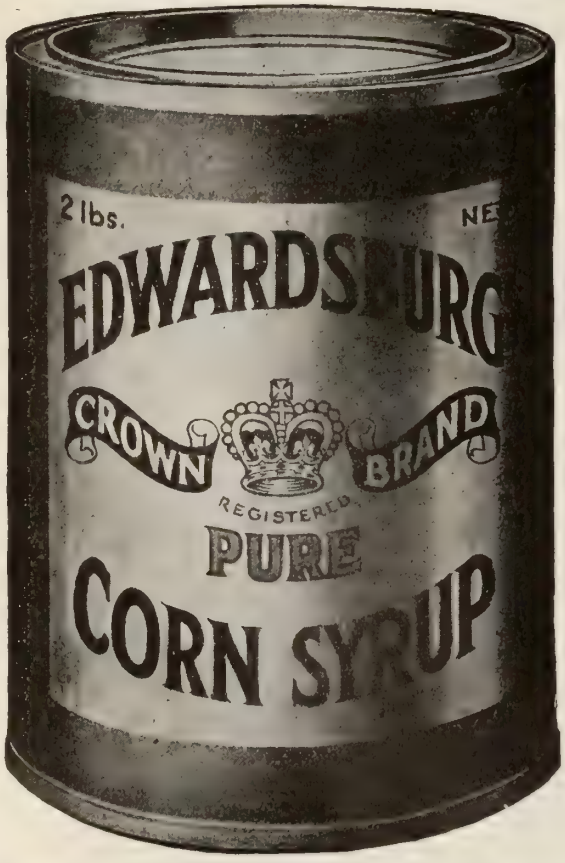
One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited
Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street



Your Time Is Valuable

When it takes your time to persuade a customer to purchase something, you lose a part of your profits. This doesn't happen when you sell

Crown Brand Corn Syrup

Most people ask for it—proven by the fact that about twice as much Crown Brand is sold than any other Syrups. Why waste time trying to sell something else when you can make easy sales with Crown Brand?

We will ship your order promptly.

Canada Starch Co., Ltd.

Manufacturers of Edwardsburg Brands

Works: Cardinal and Brantford

CANADIAN GROCER

VOL. XXVIII FEBRUARY 13, 1914 No. 7

Making Efficient Salesmen



What a Canadian department store does to help the clerks sell more goods.

IN large American and Canadian departmental stores where over a thousand clerks are sometimes required, it is not always possible to secure those who are experienced in the art of serving behind the counter. Resort is often made to the material coming to this continent and who are constantly applying for work of this kind. Such material is not always polished sufficiently to be trusted with the transaction of business, even with the sale of the simplest article.

To turn these men and women into salesmen, some of the largest stores have introduced business colleges where their new clerks are taught the elements of salesmanship for two or three hours each day during the first week of their employment. From the points of view of economy and safety, this has been found necessary and profitable, and as some of the lessons imparted in these schools are those that should be learned by every salesman, a brief description is given of the system used by the T. Eaton Company, Toronto, for the benefit of dealers who consider their own clerks lacking in one or two points.

When the store is busy, and clerks are leaving and being taken on every day, these classes are held continuously. It can be imagined what a busy section of the work this is prior to the Christmas rush, when so many new and temporary hands are engaged. As each new clerk usually takes four or five afternoons or mornings to complete the course, and as the company is paying them all the while, it is easily seen that the T. Eaton Co. spends hundreds of dollars every year on the preparation of its clerks. And as this is one of the most skilfully operated stores in the world, it is obvious that smaller storekeepers might benefit by emulating some of their methods. If Eaton's find that it pays to spend a few dollars on each clerk in teaching him how to make out a complicated check the smaller tradesman might at least spend a few minutes for this purpose.

There is nothing very scientific or technical about the lessons. One could venture to say that if the training were carried a little further, along psychological lines, it would result in more efficient clerks. How many of them, when they have supplied the demands of a customer, attempt to create further demands by asking a negative question? A customer will invariably reply "no" to the query, "You'll not be wanting any eggs, will you?" whereas she will think and act if informed that a consignment of fresh eggs arrived that morning. She is so often "sold" with fresh eggs, that she will grasp at the chance to take some.

The Psychology of Delivery Service.

The only suggestion of psychology in this class is in the instructions given regarding the delivery of parcels. While the T. Eaton Co. have one of the most efficient and rapid delivery systems of any store in the world, they take care not to deliver a parcel if the customer will take it with her. For that reason, new clerks are taught after taking an order to suggest that the customer carry it herself by putting the simple question, "Will you take it with you?" In a large percentage of cases, if the parcel is not a large one, the customer will say "yes," whereas if the question, "Shall we send it?" had been put, she certainly would have relieved herself of the burden. How necessary this tuition is can be judged from the number of clerks, even in Eaton's, who ask the second question, and not the first.



The Class-room Used.

The class-room is arranged like any other class-room in a school, except that the blackboards, of which there are several, are ruled permanently in a manner that will allow lessons on the making of sales checks, invoices, etc., to be made easily. In fact, facsimiles of checks are printed on the board, allowing the teacher to fill in typical examples of sales, which can quickly be erased.

The clerks-to-be are seated at ordinary school desks and tables, and at the front stands the teacher. She or he is a person who has spent many years with the firm, and is familiar with the work in every detail. During the greater part of the day, she is pursuing her duties as head of some department, but usually finds time for two hours, either in the morning or the afternoon, to give this lesson.

The T. Eaton Company run their business on a strictly cash basis, so that it is unnecessary to train clerks how to deal

with credit customers, but there is an enormous amount to be taught in dealing with cash slips, returned goods, and deposit slips. When a person applies for a position, and is accepted, he is given a card, and told to be in a certain class-room at a certain hour. Before the lesson begins, the teacher delivers a little speech explaining how long he or she has been with the firm, how necessary it is to be accurate to succeed, and so on. Then check-books similar to those used in the store are handed around.

First lessons are given on how to address customers. Instead of leaving to the new clerk to say, "And what do you want?" he or she is instructed to say, "Is anyone waiting on you, madam?" The term "lady" is strictly forbidden by this company when clerks are addressing customers. Care is taken to instruct the pupil not to worry people who are standing near their counter, and yet by using tact, to catch people who would otherwise pass away without purchasing. In large departmental stores one often notices clerks who stand behind the counter mute, while others are too aggressive, and by their zeal drive customers away; the T. Eaton Company teach their clerks to adopt tactics between these two.

A Rigid Examination.

In order that each pupil will know how to handle cash and the check-book, the teacher describes typical sales on the blackboard, each pupil being required to copy them into his or her book of slips. Following that, the teacher goes around to each desk pretending to be a customer, the clerks selling her imaginary goods, and making out the necessary checks. At one desk she will order something C. O. D.; at the next she will be returning goods, and making a further purchase, and at another desk a pupil will be required to supply her with goods on which she intends to make a deposit.

When this has all been gone through, three other afternoons are usually required, at which the pupils are given papers containing about twenty-five questions, covering every conceivable kind of complicated sale. Each paper is more difficult than the preceding one, and the pupils are kept at these until they have supplied satisfactory answers, and are considered sufficiently proficient to act as clerks in the T. Eaton Company's store.

It should be pointed out that while these lessons are being given, a portion of the day is spent by the novice in the store, where he or she has an opportunity of putting what has been learned into practice, and is able to obtain advice in the class-room on any difficulties met with behind the counter.

Programme of Ontario Branch, R.M.A. Convention

Programme of Ontario Branch, R.M.A. Convention:—
This will be held in the Temple Building, Toronto, on Wednesday and Thursday, February 25 and 26.

Wednesday Morning:—
Morning session opens at 10.30 a.m., when the usual preliminaries of registration, reception of delegates, and receiving resolutions will be in order.

Wednesday Afternoon:—
Address of welcome—President J. C. VanCamp of the Toronto Branch.
Response—B. W. Ziemann, Esq., Dominion Past President, Preston, Ont.
President E. C. Matthews' address.
Report of the Executive Officers.
Receiving and considering resolutions and reports. Some interesting subjects will come up under this order of business.

Thursday, February 26th (10 a.m.):—
Considering resolutions continued.
Secretary's report.
Treasurer and Auditor's report.

Thursday Afternoon (2 p.m.):—
The election of officers.
The election of representatives on the Dominion Board.
Arrange the date and place of next meeting.
Joint conference with leading wholesale merchants and manufacturers.

On Thursday evening at 8 o'clock a banquet will be given in the Assembly Hall when an address will be heard from A. F. Sheldon, proprietor of The Sheldon School, of Chicago, Ill., on "The Science of Building a Retail Business."

In sending out the programme Secretary E. M. Trowern adds several suggestions and hints regarding some of the questions to be considered. Among them are the following:—

"Please be in attendance promptly at every session. If you do not put something into the world, you cannot expect to get anything out of it."

"If you ask for a Convention Certificate, you will secure reduced rates on all railroads."

"Consideration of the report of the Special Committee who waited upon the members of the Ontario Government, to reduce the rate of our Business Tax throughout the Province."

"Consideration of the plan proposed by our Special Committee, to accomplish the purpose desired by the wholesalers and manufacturers, and for which they asked legislation known as the 'Bulk Sales Act.'"

"The new Parcels Post legislation and what effect it will have on the retailers throughout the Province."

"What effect the proposed Workmen's Compensation Act, which we have vigorously opposed, will have on the retail merchants if provision is left in the Act whereby the Board which will be appointed to administer it, can bring us into it without our consent."

"To what extent the large mail order catalogue houses are injuring the local trade of the cities, towns and villages of Ontario, and if they should pay their fair share of the up-keep of the various municipalities out of which they secure trade."

"The advisability of securing an amendment to the Transient Traders and Pedlars Act, so that it will be administered by the Ontario Government, who will licence all pedlars and collect a fee and pay a portion of it to the municipality."

"The proposed Fire Marshal's Bill, which if it becomes law will place into the hands of a Fire Marshal the power to order certain changes in our premises, and we will have no opportunity to appeal, if the proposed changes are unfair to us."

"Sonsideration of what action we should take to discontinue the paying of freight cartage charges at both ends and what effect the recent arrangement between the railways and the cartage companies will have on the retail trade."

"Some practical plan to save trouble and delay in tracing parcels and securing payments for claims from express and freight companies."

"The appointment of committees from every section of our Association, to take up simultaneously the question of wholesalers and manufacturers selling direct to our customers."

"What further steps we should take to oppose Co-operative Society Legislation and Co-operative Society Stores."

"Consideration of further changes in the Weights and Measures Act, and especially the abolition of the fees for their inspection."

"A definite plan to develop and retain the retail trade of the home town and urge upon retailers to see that their importance collectively, as a class, is not omitted on any literature that is put out, advertising their town."

"A plan whereby our members will be protected against unreliable rating and collecting associations and agencies."

"The advisability of amending the Shops Regulating Act regarding the hours of employment for females."

"The question of retail markets and the municipality going into the retail trade, and showing why we should not be charged with being the cause of the high cost of living."

"The question of receiving credit notes from wholesalers and manufacturers which were not ordered, or not according to order."

"Consideration of what further means can be adopted to regulate or control severe price-cutters and trade demoralizers."

"Taking further steps to secure an amendment to the Criminal Code, to make false advertising a crime."

"Taking further steps to press our amendments to the Division Court Act regarding garnishees and simplifying the collection of small debts."

"A report will be submitted of the excellent results our members are meeting with in collecting their old over-due accounts, through our Credit Reporting Department."

Keeping Expenses Within Reasonable Limits

What is Being Accomplished in the Book-Keeping and Delivery Departments of One Business—The Credit Register as a Time-Saver—System in the Delivery Service Saves Extra Salesman.

OVERHEAD expenses keep creeping up. What must be done to head off this gradual rise? The problem of rising costs will not down—at any rate of its own accord. Like a Jack-in-the-box it springs up the moment the pressure is released. Delivery waggons, taxes, insurance, account collecting, light, heat, etc., we shall always have with us. How are they to be trimmed to the point that no more trimming can be done? When this has been accomplished, the dealer's hard work is over. But can it ever be finished? Aren't there new leaks all the time breaking out that must be attended to and isn't constant vigilance absolutely necessary?

There are, of course, many expenses over which the dealer has little control. Take taxes, for instance. The assessor comes along and in his arbitrary manner decides upon what your property is worth. The finance minister of the municipality puts on the rate and it is up to you to pay it. Insurance is another item which will stand little trimming after one has erected a store that complies with the most rigid regulations of insurance companies to get the lowest rate. Light and fuel—while care may cut down the bills to some extent—are not subject to any great reduction. Nevertheless a watchful eye will greatly help.

But there are certain expenses which submit to reduction on the application of the pruning knife and these are the ones that must be gone after with a definite purpose.

What New Book-keeping System Did.

Conversing the other day with Mr. Bruce, of Bruce and Sanderson, grocers, in Toronto, on Parliament street, some of the work this firm is doing to cut down the everlasting overhead expense, came under review.

"One thing that has helped us wonderfully," remarked Mr. Bruce, "is that credit register. It took us a long time to make up our minds to spend the money on it, but now that we have given it a trial, I tell you I would feel much inclined to go out of business if it were taken from me and I couldn't replace it.

"I used to spend," he said, "a couple of hours every morning fixing up the books. That is slow, unprofitable work and while I was doing that I couldn't help with the taking and putting up of orders for delivery. Add to that the labor attached to sending out the accounts and getting the money in, and you will get an idea of what the old system was costing us.

"Now that we use the credit register, all that is done away with. The accounts are always ready; each customer who makes a credit purchase knows at any time what she owes us. There is no early morning or late night work to be done on the books—in fact, I often wonder how we ever got along without it."



Customers Pay More Promptly.

Mr. Bruce cited a little instance to demonstrate his opinion of the value of the credit register in keeping down accounts.

"When we installed it first," he said, "there was one woman who owed us $30 and she was gradually getting deeper into the books. We sent out her next account with the former total carried forward. She immediately got busy and began to pay it off in small instalments. As soon as it disappeared she came to me and said: 'Mr. Bruce, I like your new book-keeping system; I always know where I'm at and I'm not going to allow that account to run so high again.' That was the way a great many looked at it."

Deliveries Run Systematically.

Combined with this system for eliminating book-keeping work, Bruce and Sanderson have been able to cut down delivery and wage expenses. Both Mr. Bruce and Mr. Sanderson go out after orders. When a new customer asks that someone call on her for her order, a definite arrangement is made as to the day of the week. An effort is made to arrange it to suit their own convenience. They divide their work so that too many deliveries are not crowded into any one day. New customers invariably agree on the day or days set, for as a matter of fact it makes very little difference when they receive their goods as long as they get them.

The effect of this system is plain. Outgoing orders are so arranged that they are equally spread over the first five days of the week, as Saturday is never mentioned. One delivery wagon can take care of the turnover and, into the bargain, the firm is saved the expense of the wages of one clerk. On Saturday the transient trade is large, but the entire staff is on hand to take care of it, the regular customers having been supplied with the bulk of their requirements earlier in the week. The plan, too, gives Bruce and Sanderson an opportunity to deliver to customers who have moved out of the neighborhood and are now residing in other districts.

While all grocers do not go out after orders, yet a great many do, and to these the plan adopted by this firm should be worth considering. Between the system for keeping track of the accounts and that for cutting down delivery and wage expenses, Bruce and Sanderson have been able to keep within certain limits the advance of overhead expense.

B.C. DEALER IN MUNICIPAL LIFE.

F. W. Welsh, of the London Grocery, Vancouver, B.C., is getting into public service and this year made a successful venture for the school board. Mr. Welsh is one of the active members of the Vancouver Retail Grocers' Association; in fact he is one of the energetic men for organization in the trade of the coast.

Opportune Time to Sell Sugar in Quantity

If Fact That Sugar Is About as Cheap as it Will be is Pointed Out to Farmers and Others, Good Sales Should be Made—Marmalade Season Will Also Help—Coming Bad Roads Another Talking Point.

NOW that the season of snow-covered roads is upon us, a good opportunity is given to the grocer in the smaller centres to push the sale of sugar in 100-pound lots. All know how in February and March, too, roads are apt either to be drifted full of snow, or else become impassable to either wheels or sleighs by reason of the bad spots which come when the winter begins to break up. Many farmers are also busy in the bush at this season, and do not get to town often, and are thus especially in a mood to buy sugar in 100-pound lots.

In addition to this sugar is about as low in price now as it is likely to be. In fact prices are about as low as they have been in eight or ten years and the general tendency between February and summer is for prices to go higher. Surely now is the time to get behind sugar either in 100-pound or 20-pound sacks.

Some Ways of Selling.

One dealer reports that he increased his sales of sugar a large percentage by displaying 100-lb. sacks of sugar in his windows with show cards such as "Buy it by the bag, and save money." This man makes a slight reduction on 100-lb. sales on account of the one handling which is required.

Another says that he makes good use of the fact that the marmalade season is here and when selling marmalade oranges, always suggests that the customer buy some sugar along with the oranges. He reminds her that the oranges will take a large amount of sugar and that as she will need sugar for ordinary use in the home anyway, she may as well take a large quantity and save herself the trouble of having to make another trip.

This Man Uses Pictures.

Still another is known that exhibits pictures of a well-equipped pantry or kitchen in which goods are displayed in a most attractive way, giving that air of comfort and plenty which every person appreciates so much. Among other things the sugar bag is given a prominent place. The housewife standing in the centre is pictured as saying: "What if the roads are bad or the men busy, we have plenty to eat on hand." In the marmalade and preserving season, he also shows cartoons of the housewife on the farm who has forgotten to lay in a sufficient supply of sugar, standing with the fruit all around her and the sugar bin empty, saying, "This is what comes of buying sugar by the quarter's worth." These pictures according to this grocer work well as they suggest to everybody the convenience and comfort of having large supplies of staple goods on hand. Other cartoons he says could be used to advantage especially in the rural districts where people are more apt to carry home their groceries themselves. He suggests a picture of a little boy carrying home a small parcel of sugar and saying

Low Price of Sugar Demands Your Attention

When sugar is at its lowest in the year is the time for you to buy by the hundred-weight. In our estimation it is now about as cheap as it will be this year; in fact it is as cheap as it has been in the past 8 or 10 years. Why not get a hundred-weight now? You will save money over buying it by the quarter's worth.

Best granulated, in 100-lb. bags $5.00
Best granulated, in 20-lb. sacks, 5 handy sacks for.$5.00
Yellow, best made in 100-lb. sacks $4.85

Figure out what you are now paying, and then you will adopt our suggestion.

J. R. Wilson
17 Main St. Phone 77

A suggestion for a sugar newspaper ad. Insert your own prices and try it out.

"Gee, I wish mother would get her sugar all at once instead of keeping me running after it."

Sells 20-lb. Sacks.

One grocer pushes sugar in 20-lb. sacks and sells five of these at a time. In this way he overcomes the possible objection of some buyers that waste may occur by showing that by this scheme only one bag need be open at a time and 20 lbs. is not such a large quantity that any of it is likely to be wasted before being used.

Brighten Up Spring Trade.

It will be easily seen that there are various ways in which a grocer may push sugar sales. Fruit, provisions, canned goods might all be sold in greater quantities than before. Moreover the present low price of sugar might be used as an argument just now for if other years are to betaken as a standard sugar is likely to advance during the coming months and even the customer who uses only a small amount of sugar will do well to lay in a stock sufficient for his needs now. Then again now is the season for entertaining and grocers can make good use of this by advertising materials for making candy, etc., etc., and displaying and distributing recipes for sweets which can be made from white sugar. In these ways sales of sugar may be increased and an impetus given to the usually quiet spring demand.

WANT EARLY CLOSING LAW REPEALED.

London, Ont., Feb. 12—(Special).—It may be that the early closing by-law passed some time ago compelling all grocers to close at 7 o'clock every night may be repealed. Having been presented with a petition, carrying 94 signatures, the Board of Control have decided to recommend the preparation of a by-law to repeal the early closing by-law passed some weeks ago.

The solicitor, on behalf of those opposed to the compulsory closing by-law, was present to press the claims of his clients. City Clerk advised that the law required the signatures of thirty per cent. of the total number of grocers in the city to have the by-law repealed, and declared that the document was sufficiently signed.

The controllers, having no other option in the matter, gave instruction for the rescinding of the measure, Controller W. G. Coles expressing his belief that it was not a proper thing anyhow to tell a man at what hour his business should be conducted.

It is said that following the repeal of the by-law, another petition will be presented asking for a new compulsory closing measure, but allowing the grocers to keep open Saturday nights and the nights before holidays. Under the present by-law all grocery stores must close not later than seven o'clock every night.

Bad Debt Problems Were Discussed

Retail Merchants of British Columbia Get Together in Annual Convention on the Question of Improving Collection Facilities —Deputation Waits upon Hon. Mr. Bowser.

By Special Wire.

Victoria, B.C., Feb. 10.—The two-day convention of the British Columbia Retail Merchants' Association adjourned this evening after consecutive and spirited sessions. A number of important resolutions were passed, dealing with problems facing the trade.

The convention opened on Monday with a large attendance of retail merchants from all parts of the province, and representatives of all trades. A significant feature was the unanimity shown on many points, all the trades represented displaying a willingness to co-operate to secure better conditions.

Many of the points taken up and debated at greatest length had to do with proposed amendments to the provincial statutes, giving the merchant more adequate protection against the "dead beat." Statistics were introduced which showed that during the year 1912 the money lost by the retail merchants of the Province of British Columbia through bad debts amounted to one million dollars. This staggering total had not been improved upon during 1913, which was a bad year in the matter of collections. The unfairness of laws which permitted so serious a condition to develop was most pointedly brought out.

The present Capias Act fixes the amount at $50 for which a man can be prosecuted. Anyone owing less than that amount cannot be reached effectively. This phase of the question was debated at some length, and the consensus of opinion was that the minimum amount should be changed from $50 to $10.

The Loan, Act, which allows farmers' money at 4 per cent. for co-operative societies, was criticized.

Changes were advocated in the Garnishee Act.

It was thought that there should be provisions making wives jointly responsible for goods sold for maintenance of the household.

In fact the "bad debt" problem bulked very largely in the proceedings, and the greater amount of the time was taken up in discussing the many phases of it. Resolutions covering the points above were carried.

To-day a strong delegation waited upon Attorney-General Bowser and laid the resolutions before him. The speakers gave a strong presentation of their case and showed the extent to which losses from bad debts had grown, demonstrating that it constituted a severe menace to business.

Hon. Mr. Bowser gave attention to the arguments presented and promised that the question would be given full consideration.

A number of routine matters were taken up at the convention, including election of officers and making arrangements for convention next year. The 1915 convention will be at Victoria.

The above brief synopsis of the proceedings at the convention of the British Columbia Retail Merchants' Association held at Victoria on Monday and Tuesday was secured by wire from our editorial representative in the City of Victoria. A complete report is being sent on, giving full particulars and a resume of the discussions. This will appear in next week's issue.—Editor.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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TWO KINDS OF SUBSTITUTION.

SUBSTITUTION CAN BE honest or dishonest. If a customer asks for Blank's pickles, Brown's mince-meat or Smith's sugar, there are three courses open for the dealer. First, he may supply the customer with the brand of pickles, mince-meat or sugar asked for; second, he may supply another brand in each case, but first pointing out that he is doing so; and third he may supply a brand other than the one asked for, and say nothing about it.

No one will say that either of the first two courses is dishonest. If he hasn't the line asked for in stock, or if he believes it is to his customer's as well as to his own advantage to sell the other article, he is perfectly justified in doing so, providing the customer knows it. The goods are his own and no one will say that he must not use his selling power to push those he believes to be the best value.

But there is dishonesty in the third course whenever it is taken. A customer who asks for Brown's mince-meat or Smith's sugar is entitled to get it or to know that she is not getting it. That is substitution in its true sense and none of us care to believe that there is much of it going on, although, no doubt, there are some cases happening.

A fair judge in any court would say that the customer is entitled to know what she is getting, and it should be the policy of every dealer to apprise her of what she is getting. The trade too will appreciate the claim that no line should be pressed upon a customer which is inferior to the one asked for, even if the profit is larger. Such sales tend to business suicide.

OPPORTUNITIES AT HAND.

"HIT WHILE THE IRON'S HOT," is an old admonition we all were given in our youth.

Just now the dealer has a good chance to make the sparks fly in view of so many favorable markets and situations. One article in this issue deals with selling sugar in quantity, and thus help to brighten up what otherwise might be a dull season. Sugar, as the market reports indicate, is particularly low. In fact seldom has it ever been lower. Whether it will move upwards or downwards is always a question, but it surely is safe to assume that it cannot go much lower. This, therefore, presents a strong reason why the trade should push sugar sales in twenty and hundred-pound sacks. Now seems to be the psychological time.

The sharp weather presents the opportunity for cocoa, soups, meat extracts, corn and cane syrups and all goods that are associated with them.

The high price of beef makes the sale of pork products, canned vegetables, and canned salmon a comparatively easy task. The winter season is always good for flour. The housewife has to keep the fires going anyway, so she may just as well do more baking.

A glance around the store will surely find many more lines that ought to be pushed strongly just now. Strike while the iron's hot—otherwise one's efforts are of little avail.

LESSONS ON HANDLING CUSTOMERS.

MANY A SALE IS LOST in approaching a prospective customer the wrong way. Many an order too could have been extended if the salesman had gone about the matter by the proper method.

In the article in this issue on "Making Efficient Salesmen," there is shown what one large Canadian firm does to promote more effective selling methods among the clerks. Schoolroom classes are held, each being attended by a section of the sales staff. Scientific methods of approaching customers are discussed and clerks are taught how to and how not to attempt to make extra sales. They are instructed on the art of taking advantage of human nature from the standpoint of deliveries. For instance, a customer buying a small parcel is not asked, "shall I send this for you?", but "will you take it with you?" In the majority of cases "Yes" would be the answer to each question. The former would mean extra expense, the latter a saving.

While all merchants cannot, of course, conduct the system on the same scale as the T. Eaton Co., they can use the same policy in a smaller way. These are all things a clerk should know. In fact it might be a good idea if retail grocers and merchants' associations were to arrange some system to carry on a similar educative campaign among the clerks.

THE BUSINESS SITUATION.

GRADUALLY BUT SURELY business conditions are shaping up better. The note of optimism is being sounded more generally all over the country. Money is getting

easier, and when spring opens up we are almost sure to see the business situation much brighter.

Booking in some lines in the grocery trade is in excess of last year, showing that the retail trade are looking forward to a good business year in 1914. It is felt that stocks of retailers are in the majority of cases rather light at the present time. Retailers have been cautious and have not allowed heavy stocks to accumulate. Manufacturers' stocks in some lines are undoubtedly heavy, but there should be a big movement during the next few months.

The president of one of the large firms with headquarters at St. John, N.B., in conversation with Canadian Grocer the other day said: "In the Maritime Provinces I consider that trade conditions are very nearly normal, in fact I would almost say the same about Ontario. As far as our own business is concerned, we would never have known that there has been anything but good times. Last year was one of the most satisfactory we have ever had in Ontario and the Maritime Provinces. Prospects for the coming year," he continued, "can be judged by the fact that sales from our St. John office for the district of which it is the centre are for the past month, i.e., January, 30% ahead of what they were last year.

"In the West things look much more hopeful," he went on, "and I think it is safe to say that merchants there have tried harder than ever to pay their bills, and as a result the liabilities of the Western merchants are much less now than they were a year ago."

This appears to be the general view of the situation at present.

SHELDON'S SALESMANSHIP DEFINITION.

SHELDON SAYS THAT salesmanship consists in selling goods at a profit and Sheldon has given a good deal of thought to the question.

Salesmanship is therefore not cutting prices. It does not mean the selling of goods for 99 cents that cost a dollar. Neither does it mean the selling of an article that costs a dollar a dozen for 10 cents each. When overhead expenses are taken out the profit has vanished.

What Mr. Sheldon means is this: In order that there be the element of "Salesmanship" in the passing of an article from one to another, the seller must have a definite margin of profit above the total cost.

How easy it is for cut-rate drug stores, for instance, to have extensive turnovers! What trick is there in selling a car-load of sugar at 25 lbs. for a dollar if the price ought to be 19 lbs. for the dollar? Many dealers and clerks have erroneously got the idea that they are salesmen because they sell large quantities of an article, the regular price of which has been cut in two. Anybody can do that. But when a dealer sells an article at a cent above his competitor he must be classed in the ranks of the salesmen.

EDITORIAL NOTES.

WHEN SUGAR IS retailing around 5 cents a pound, is the time to make the big sales.

* * *

A NEWSPAPER ADVERTISEMENT that "pulls" is one that gives a reason why the reader should purchase a particular article.

* * *

THE GOVERNOR-GENERAL received a pink-tea gift from the Postmaster-General to open the parcels post fireworks. No doubt the Duke would have preferred a dozen "new laids" or a slice of beefsteak.

The Strength in Tea

IN the market reports of Canadian Grocer recently, considerable attention has been paid to the conditions of the tea markets at London, Calcutta and Ceylon. In those columns it was pointed out that in recent years the consumption of tea had increased much more rapidly in proportion than had production. One of the reasons given was that the world appeared to be drinking more tea now than ever and it was shown that, according to some authorities, in England herself an increase per capita of population had been made. Another fact which has been frequently quoted as affecting the production of tea is that since the boom of the rubber business much of the land on which tea was previously grown has been planted to rubber. This fact alone, viz:—that consumption has been increasing more rapidly than production proportionately would have been quite sufficient to cause a firmness in price, but there are other things that must be taken into consideration as well.

It must be patent to everyone that while Kipling may sing "East is East and West is West and never the twain shall meet," there is now so much commercial connection between the two that industrial conditions in the one hemisphere are affected more or less by conditions in the other. At any rate authorities say that the difficulty of getting labor in the Orient has increased as well as in the West. Moreover, while the Easterner does not move as fast as the Westerner, his standard of living has been steadily if slowly advancing and higher wages must be paid. Hence it is apparent that eastern commodities cannot always remain at the same dead level when Western products are changing so much. As the head of one very large tea company remarked: "It certainly cannot be said that tea has contributed to the high cost of living of the consumer to any noticeable extent." In this connection the position of tea is peculiar. It is one of the most used of household commodities and still, in the medium and higher grades particularly, has been retailed at the same price over a long stretch of time." It is a fact, said the authority mentioned above, "that while no increases have taken place in the prices quoted to the trade in better quality teas, the cost of tea to the importer for the last five years is much in excess of what it was in the five years previous and is now at the highest point in many years."

The tea market therefore is well worth watching by the retailer. As indicated in last week's Canadian Grocer in spite of the heavy offerings of the Indian tea crop the markets have withstood the pressure and are firmer instead of easier. This seems to show plainly that lower tea must not be expected and the trade will do well to keep closely in touch with this market.

THERE WILL BE only one way to have eggs sent by parcels post—scrambled, of course.

* * *

WHAT ARE TERMED "times of business depression" are really only periods of preparation for greater and more pronounced commercial success.

* * *

THE SALESMAN who assimilates all possible knowledge bearing upon the things he has for sale will never be placed in the position where his customer will know more than he does.

Will Parcel Post Lower Living Cost to Consumer?

How is the City Housekeeper Going to Benefit?—An Egg Sale Analyzed—Apart from Butter, Eggs and Small Poultry Farmers Will Be Able to Send Few Things—Benefit to the Merchant.

OTTAWA, Feb. 12— (Special). —A souvenir leather mail bag sent by Postmaster-General Pelletier to the Duke of Connaught inaugurated Canada's Parcels Post system at midnight on Monday. The first deliveries took place from post offices on Tuesday morning at 8 o'clock.

• • •

Opinions are varied as to just what benefit the parcels post measure is going to be. Many daily papers are featuring the supposition that it will be a godsend to the people in the city who now will be able to purchase farm products direct from the country. It would not be surprising, however, if the advantages from this have been greatly exaggerated. Just how eggs will be successfully and cheaply sent is one conundrum. According to size, hen's eggs weigh from 15 to 25 ounces to the dozen. With the container a dozen of eggs would easily run several ounces over the pound and therefore the minimum rate of five cents per pound could not be secured. Six cents at least are therefore necessary to send a dozen of eggs within the 20-mile radius and if a dozen are to be sent a distance beyond the twenty miles the prohibitive price of 14 cents is required.

If, then, no less than six cents will carry a dozen of eggs 20 miles or less, how is the consumer to benefit? When eggs are retailing at 40 cents in a town or city twenty miles or less away, will the farmer be expected to sell his eggs at much less than that? The container, too, will cost something if safety is to be assured. There would be no object in the city consumer paying as much as she would to her own dealer. Let us now suppose the farmer gets even 39 cents from the city customer, what will that mean net to him? Thirty-nine minus six for postage leaves thirty-three and one off for the container is thirty-two. Would he sell them at that 20 miles away from a 40-cent market? Would you?

CANADA—PARCEL POST
PERISHABLE
HANDLE WITH CARE

This gummed label is to be attached to parcels containing perishable articles, such as meat, fish, butter, fruit, etc., also to the back of the "fragile" tag, which is to be used when articles of a perishable nature are being forwarded.

This label to be used only when sacks contain fragile articles.
CANADA—PARCEL POST
FRAGILE
HANDLE WITH CARE
REMOVE TAG CAREFULLY AND USE AGAIN.
P.P.2 500,000-15|1|14.

Taking Chances.

Then again the consumer is taking chances when she buys eggs at a distance. When she gets them from her grocer, she is immune from loss. When the hot weather comes chances of bad eggs are more favorable.

Suppose a dozen eggs weigh on an average 20 ounces, or a pound and a quarter. Seven dozen would weigh over eight lbs. Container and eggs must not exceed 11 lbs. Allowing 2 lbs for the container, paper, etc., it will be seen that no more than 7 dozen eggs could be mailed at the one time. The seven dozen would nevertheless cost 22 cents postage or over three cents a dozen. The container itself, to be large enough to hold seven dozen eggs would no doubt cost originally four or five cents. The city customer would have to pay six cents postage to have it returned to the farmer. Allowance, too, would have to be made for broken packages.

So when all these things are taken into consideration, is the city customer or farmer going to be much ahead?

With butter, similar conditions prevail, and what else besides a chicken or small turkey can be sent by parcels post? A bag of potatoes or apples cannot; neither can small fruits be mailed without considerable expense and loss.

As a means, therefore, to lighten the cost of living from the standpoint of the town or city consumer, parcels post will be an aid infinitesimal. There is, however, not the shadow of a doubt that it will mean an increase in the number and size of Christmas presents sent—all of which wil tend to heighten still further the living cost.

Will Help the Dealer.

Parcels post will nevertheless help the merchant who takes full advantage of it. Articles have already appeared in Canadian Grocer demonstrating this. Dealers who have farmer customers should not hesitate to apprise them at once of the new system, now that the cold and stormy weather is here. Farmers with phones will probably not care to go out on a stormy day to the distant town. They will appreciate knowing that the merchant can send them goods by mail and they will purchase things they otherwise would go without. Parcels post will help the merchant who uses it. It will also be convenient—in cases where express charges are higher—to send occasional parcels to one's friends.

Limit Now Is Six Pounds.

Six pounds is the limit for parcels during February, March and April, and during the same period an extra charge of five cents is made on all parcels to be delivered by letter carriers.

Apparently the intention of the department is to use the ordinary mail

Postal Rates By Parcel Post

	1st lb.	2nd lb.	3rd lb.	4th lb.	5th lb.	6th lb.	7th lb.	8th lb.	9th lb.	10th lb.	11th lb.
Within 20-mile zone	.05	.06	.07	.08	.10	.12	.14	.16	.18	.20	.22
Within each provincial zone	.10	.14	.18	.22	.26	.30	.34	.38	.42	.46	.50
Ontario rate to Quebec or Manitoba	.10	.16	.22	.28	.34	.40	.46	.52	.58	.64	.70
Ont. rate to Saskatchewan or Maritime Prov's.	.12	.20	.28	.36	.44	.52	.60	.68	.76	.84	.92
Ontario rate to Alberta	.12	.24	.34	.44	.54	.64	.74	.84	.94	1.04	1.14
Ontario rate to British Columbia	.12	.24	.36	.48	.60	.72	.84	.96	1.08	1.20	1.32

Law effective Feb. 10, 1914.
Weight limit, 11 pounds.
Weight limit first 3 months, 6 pounds.
Size limit, 2 feet 6 in. long; 12 in. wide or deep.

Place this table in your hat—it will come in handy. It shows parcels post rates for each post office in Canada for the 20-mile zone and the provincial zone, and the Ontario rates to other provinces.

bags for the parcels post and not to introduce baskets, which are used to a great extent in England. It is interesting to note that in England some time ago, there were vigorous protests against the disuse of baskets as it was found after a very short trial that tremendous damage was done to countless packages through the lack of protection afforded by bags. The same condition may pertain here if there is a wide use of the parcels post system without adequate facilities for more careful transportation than that usually afforded by the use of bags.

So far as could be learned no new equipment has been added to meet the demand which may be made upon the receiving clerks. To facilitate the reckoning of the postage, separate cards have been issued for each province with the rates tabulated, but the clerks will have to figure them out for themselves and this may lead to some delay, if the Christmas congestion is any criterion of the rush that may occur.

How to Pack Goods.

In the regulations for the parcels post, which will be commenced on February 10th, the Postmaster-General has given specific suggestions how the various articles should be packed for safe transit through the mails.

For instance, in regard to eggs, it is recommended that a papier mache wooden or other box of a rigid material with a tight fitting lid be used—that each egg be wrapped separately in newspaper or other protecting material and fill up the vacant spaces carefully. In addition the parcel is to be clearly marked as containing eggs.

Specific regulations are given as to the methods in which liquids, oils, or fatty substances must be packed in order to be sent through the mails. Strong wooden or heavy cardboard blocks or tubes are necessary, with a cushion of some absorbent material to take up the liquid in case the container should break. Further every precaution must be taken to make the block or tube watertight. Manufacturers or dealers who intend to send such articles in quantities, are recommended to submit a sample package to the officials, so that the conditions are seen to be observed.

Further all parcels have to be prepared in such a way that the contents can be easily examined, and the sender's name and address should appear on the cover of the parcel.

A FRIEND DOWN BY THE SEA.

The MacLean Publishing Co.

Dear Sirs:—Enclosed please find cheque for $2.00, amount due for our subscription to The Canadian Grocer to July, 1914. We are very much pleased with the Grocer and intend to subscribe to it as long as we are in business.

Yours very truly,

J. C. INNES & CO.

Liverpool, N.S., Jan. 26, 1914.



This newspaper advertisement of The Climax Grocery, Port Arthur, Ont., won first prize in Canadian Grocer's Christmas Ad-writing Contest.

A WELL-WRITTEN ADVERTISEMENT

As announced in last week's issue, the Christmas advertisement of The Climax Grocery, Port Arthur ,was given first prize in Canadian Grocer's Christmas Ad-Writing Contest. This ad is reproduced above and shows a neat lay-out that could be used at any time.

In some of the Christmas ads submitted cuts were used that were worn and black and which, in the opinion of the judges, spoiled the chances of the advertisements for serious consideration. The heading cut used by The Climax Grocery is appropriate for Christmas and neat and clean, and enhanced the appearance of the ad. The general lay-out is pleasing to the eye. The heading and introduction are written in plain common-sense language—the kind that appeals to the careful housewife. There are no attempts at exaggeration. The writer of this ad strengthens most of his copy by using descriptive matter. For instance he does not say: "Holly, selling at per lb., 20c," but "Holly—with lots of berries on and selling at per lb., 20c." That is the variety that "pulls," and it should be the aim of every dealer who writes ads to emulate this all-important point.

This, as well as some of the other advertisements submitted for the contest, will be reproduced in the autumn when they will come in handy for the Christmas trade.

How Other Grocers Do Things



NOVEL "RACE TRACK" WINDOW.

A St. Mary's, Ont., window trimmer effectively demonstrates the possibilities of the unique display in a "race track" trim. This was shown in the store of F. W. Hutton and was trimmed by Samuel C. Bartlett The accompanying drawing illustrates better just how the display was worked out by Mr. Bartlett. While it was used to boost Christmas trade yet it could be very well worked out at any time.

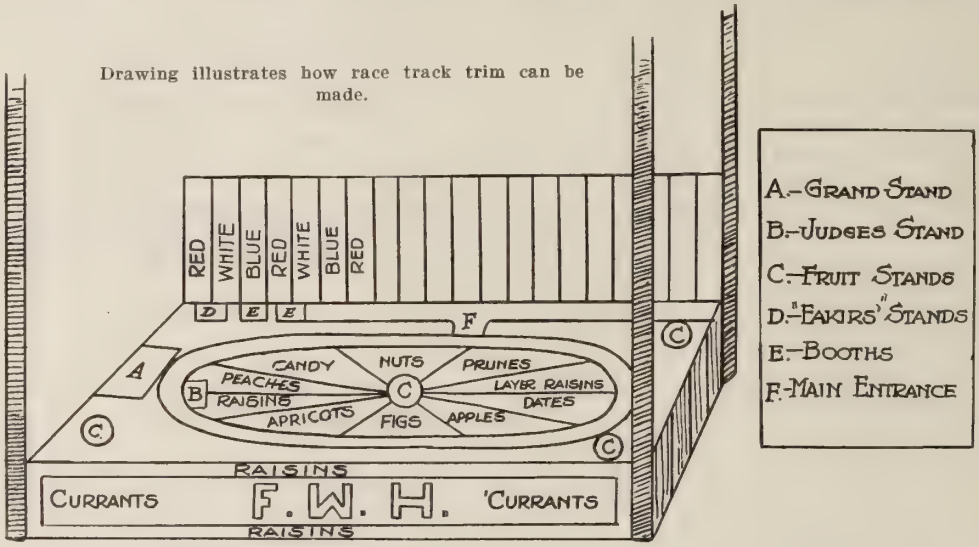
In describing how the display was made Mr. Bartlett writes:—"The base of the window which is about nine inches deep was built up in rows of raisins and currants, the front being composed of currants with F. W. H. set in the centre in large glittering tinsel letters, the currants being hemmed in by a frame of choice raisins. The floor outside of the inner ring was covered with raisins representing the ground, and the ground outside of the outer ring was spread promiscuously with small bottles of fluid extracts of all flavors.

"The fence or hedge, on outside of speeding ring was built of selected mixed peel, six rows high, piled one above the other and having a large arch for main entrance to race track composed of the same material, the whole fence and arch being profusely decorated with small flags and bits of bunting. The fence on the inside of the ring was built of one row of assorted peel. The interior of this inner ring was divided into eight segments which were piled full of the following dried fruits, viz., peaches, apricots, prunes, dates, figs, layer raisins, apples, and selected raisins. A large glass fruit stand in the centre contained winter grapes and represented a large shade tree. Other fruit stands stood at each corner laden with shelled nuts of all descriptions and also represented trees.

"The grand stand was located at one end of the ring and was complete in every detail, being peopled with miniature candy men and women resplendent in gaudy colors. In the inner ring and across the track from the grand stand was to be found the judges' stand with the officials very much in evidence. On the track in front of grand stand and at intervals around the track were located toy race horses evidently warming up for the first heat. On the front of the grand stand was displayed the sign: "A Grand Stand for your Christmas trade."

"Nor were the booths and "fakirs" forgotten; these are to be found located in advantageous positions. The store was closed off from the window by a screen of red, white and blue strips. The upper portion and end wall were suitably decorated with festoons, magic lanterns, Christmas bells, flags and bunting and under this a large sign was suspended: "Racing to Hutton's for new fruits."

Drawing illustrates how race track trim can be made.



Attractive Store Increases Sales.

E. W. Pearen, formerly of 1370 Queen E., Toronto, recently moved into a splendid new store at 1362 Queen E. The store he formerly occupied was a rented one, and as he was much cramped for room, he began some time ago to look around for larger quarters. No doubt he was also considerably influenced by the fact that his landlord was continually raising his rent. However, a fine new store was being erected a few doors west, and Mr. Pearen on the advice of friends purchased it, the price involved being in the neighborhood of $10,000.

That it is often wise to take a risk on getting into a more attractive stand, even if it costs something, is shown by the increase in Mr. Pearen's sales since the move. Saturday sales particularly are showing up well indicating a good transient trade, attracted, no doubt, by the fine appearance of the store

CURRENT NEWS.

The Powell Grocery Co., Dundas, Ont., will remodel their store and make a number of important changes which will greatly improve the appearance of the place. The north side wall will be replaced with plate-glass windows.

The Retail Merchants' Association of Belleville, Ont., held a banquet on Monday night, February 9; that of Cobourg held one on Tuesday, and Trenton on Wednesday night. The R.M.A. of Peterborough, will likely hold one around the 1st of March.

T. A. Rowat & Co., of London, Ont., have sold their London South branch store to Chas. Farr, who a few years ago used to have a grocery store one block south. K. Elliott, who has been in charge of the branch store, is going back to the main one.



A display that could well be used now to brighten up trade. It was one shown by G F. Grinyer, Eglinton, Ont.

The Time To Show Good Windows

"Too many grocers," remarked a prominent member of the trade the other day, "dress up fine looking windows for the Christmas trade and then throw anything into them the next two or three months. Good window-dressing, in my estimation, is so profitable that we should have something worth while all the time for the public to look at."

There is much truth in what this dealer has said. It seems that just at the very time when a good window, or good strong newspaper advertising, is required to stimulate trade, many sit down and wait for business to come in. It is during the duller months that an aggressive policy should be used.

The above window shown by G. F. Grinyer of Eglinton, Ont., is an attractive one that could be used now to splendid advantage. It contains canned goods, dried fruits, cranberries, nuts and green fruits, all of which are lines that should be pushed strongly now. The following description will show how it was dressed:—A square was formed in the centre with cans of peaches on their sides. A cheese-box lid was placed inside the square with edges covered with excelsior. This lid was filled with cranberries with two glass dishes in the centre containing shelled walnuts and almonds.

Mr. Grinyer then parted the square into four with cans of peaches and filled the squares with almonds, walnuts, brazils and filberts, respectively, all in the shell, and covered the cans with choice bunches of Tokay grapes. On each side of the square he placed a pyramid shape stack of grape fruit and oranges. The centre was backed up with a tray of table raisins covered with glass, and above that a box of figs with a half circle stack of canned peaches. On each side was a box of figs leaning into the centre. The corners of the window were filled with apples on one side and lemons on the other, each being backed up with canned peaches placed on an angle. Mr. Grinyer states that this display created considerable comment in his district and it sold for him considerable goods.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are from Canadian Grocer of Feb. 16, 1894:—

In the issue above referred to was the report of a meeting of the London Retail Grocers' Association from which the following is an extract:—

"On motion of R. A. Jones, seconded by W. H. McCutcheon, it decided to take necessary action to co-operate with Toronto Association respecting the question of standard weights and measures for vegetables and fruits."

"The president requested the mover to select the committee, and there were named Messrs. W. H. Feguson, C. J. Wall, T. A. Rowat, R. A. Jones, W. H. McCutcheon."

Editorial Note.—Even to-day we have not standard weights for vegetables or fruit for all of Canada.

* * *

"H. Laporte, of Laporte, Martin & Co., Montreal, has been elected president of the Montreal Chambre de Commerce, and J. D. Rolland, vice-president. The annual meeting takes place on Friday in the Monument National, when the council will be elected."

Editorial Note.—H. Laporte is another of the wholesale grocers whose name is familiar to the trade to-day as it was 20 years ago.

CALENDARS FOR 1914.

The calendar of the E. B. Eddy Co., Limited, Hull, Que., which has just come to hand is a large one with good-sized black figures on white paper—one that can be read at a distance. The illustrations include the trade mark in colors and views of the company's pulp mill, head office and counting house, a panoramic view of the works from the C. P. R. bridge at Chaudiere and a general view of the factories, warehouses, etc.

DO YOU BELIEVE IT?

The Guelph, Ont. "Mercury" prints this:—

"A young lady went into a local grocery store a few days ago and asked the proprietor, an elderly man, for a couple of nutmegs. He hustled around the store from drawer to drawer, shelf to shelf, but could locate none of the well-known seasoning. Coming back, however, he informed his would-be customer, "Sorry, Missie, but nutmegs are out of season just now." The young lady smiled, chuckled, and went on to the next store."

Veterans in the Trade

THE Town of Cornwall, Ont., owes its Mayor, and at the same time a prominent member of its grocery trade, to that race far-famed for thrift and industrial progress — the Highland Scotch. Born among the rugged hills of Inverness-shire, D. J. Gillies left the "Land o' Cakes" when eight years of age, and, coming to Canada with his parents, settled in that new-world bit of old Scotland, Glengarry County. As a youth he spent several years in Michigan, but returned to Canada in 1886, and, with the inborn commercial instinct of the Scot, decided to enter business.

Became a Grocery Clerk.

He took a preparatory course in a business college, and in 1887 entered the employ of G. W. Armstrong, grocer, with whom he remained till 1893. His ambition then led him to go into business on his own account, and he opened up in the grocery business in his present stand in the Glengarry Block. Here in large, commodious quarters his goods are displayed to-day to good advantage. Fresh eggs and butter, fine teas, pure coffees and fruit of all kinds in season are his specialties. Crockery and glassware in full lines are also to be found in the establishment. Purity and good quality is the motto of Mr. Gillies in all purchasing.

In Municipal Life.

Recognizing that there is a connection between industrial growth and municipal progress, Mr. Gillies has also found time to take an active interest in the civic affairs of Cornwall. Several times has he served the ratepayers of the West Ward on the Council Board, and was chairman of several important committees. He has also held the positions of Reeve and Deputy-Reeve, being Reeve during the term of 1913.

Educational matters as well have always been full of interest to Mr. Gillies, and he has taken the time to serve on the board of the Separate School for several years, one year being chosen chairman of the board.

In fraternal circles he has been no less active. He is a prominent member of Camp Aberdeen of the Sons of Scotland, where he has occupied the Chief's chair. St. Columban's Court, No. 277, of the Catholic Order of Foresters has found him an equally efficient member, and they have made him Chief Ranger on more than one occasion.

Some years ago Mr. Gillies purchased the residence of the late T. S. Rubidge, which he has had completely renovated and remodeled. He now possesses what is said to be one of the finest residences in Cornwall. Like a true Scotchman, always mindful of the land of his birth, he has named his new residence Inverness Cottage in honor of his Highland birthplace.

Mayor by Acclamation.

Mr. Gillies has always had the welfare and benefit of his town deeply at heart, and at the last elections was elected Mayor of Cornwall by acclamation. He is always willing to have any of his old Glengarry friends and any others from abroad call on him, and to present to them the points of interest and opportunity in the Factory Town.



MAYOR D. J. GILLIES, Cornwall, Ont., A grocer for more than a quarter of a century.

Association News

Branches of the Retail Merchants' Association have been formed at Brockville, Fort William, Kingston, Fort Frances, Port Perry, the Soo, Sudbury, Uxbridge and Hamilton and Port Arthur.

The names of officers are given below:—

Brockville.—President, Mr. Davies of Ralph & Son; Sec'y, Mr. Patterson of Lewis and Paterson.

Ft. William.—Pres, Hugh Piper (Hardware); First V.-P., S. Barabe, (Grocer); 2nd V.P., N. B. Gerry (Hardware); Treas., W. J. Wood (Drugs); Sec'y, R. Brown (Butcher).

Kingston.—Pres., E. H. Steacy (Dry Goods); First V.-P., J. Laidlaw (Dry Goods); Treas., G. Mills (Furs and Hats); Sec'y, H. W. Marshall (Hardware).

Port Perry.—Pres., F. W. McIntyre (Dry Goods); First V.P., W. G. Monet (Grocer); Second V.-P., A. Cawker (Butcher); Treas., A. J. Carnegie (Lumber); Secy., Jas. Lucas (Grain and Seeds).

S. S. Marie and Steelton.—Pres., J. Stevenson (Boots and Shoes); First V.-P., A. S. Thompson (Hardware); Second V.-P., H. Bryans (Dry Goods); Treas., W. Climie (Men's wear, Boots and Shoes); Secy., F. Gorman (Dry Goods).

Sudbury.—Pres., A. H. Beath (Jeweler); First V.-P., W. Wilson (Grocer); Second V.-P., H. Moses; Treas., B. Green (Coal and Wood); Secy., H. A. Gardiner (Grocer).

Uxbridge.—Pres., H. J. Gould (Grocer); First V.-P., W. J. Moore (Hardware); Second V.-P., A. Harris (Gen. Mer.); Treas., R. F. Willis (Druggist); Secy., N. Alexander (Dry Goods).

The names of officers in other places are not to hand. It is reported that organization work, however, is well under way at Hamilton where over 300 have enrolled as members. It is expected that officers will be elected shortly both for the branch and for the different trade sections.

There is no occasion for taking life too seriously, especially store life. The dealer who takes life so seriously that he can not see an amusing thing about his place of business from the time he gets down in the morning until he returns home at night will never get as far as the dealer who can see the funny side of a situation and who can often turn a serious condition of affairs into something to smile about.

Telfer Bros., Limited, have made Toronto the head office for their biscuits, having moved their biscuit factory from Collingwood, Ont.

THINKS GROCER O.K.

The MacLean Publishing Co., Ltd.

Dear Sirs.—Find enclosed post office order for two dollars ($2.00) for The Canadian Grocer.

Yours truly,
A. DETWILER.

P.S.—The Canadian Grocer is certainly all right.

Essex, Jan. 29, 1914.

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

P. Horan, grocer, of Montreal, is dead.

The New Brunswick Packing Co., Ltd., with head offices in St. John, N.B., and having an authorized capital of $99,000, has been organized. The president of the Board of Trade, J. M. Robinson, has been chosen president, with E. F. Pidgeon, vice-president, and A. C. Corfield, managing director.

A number of gentlemen representative of the cheese business in Montreal have sailed for the Old Country to renew acquaintance with firms operating for them there. It is quite a singular coincidence that they should all depart on same boat. Amongst them are, Arthur Jones, Jones, Grant, Lunham, Limited, F. A. Dorion, of Olive Dorion and Stroud, Harry Hodgson, Tom Hodge, A. T. Hodge & Co., Edward Denning of Hodgson Bros. & Rowson. The strength of the party induced a Montreal wag to remark that cheese always goes strong.

W. Halford, Canadian manager for Furuya & Nishimura, Montreal, has returned from his annual business trip through Ontario, etc., and reports business conditions generally favorable. Mr. Halford is naturally enthusiastic, and so paid little or no attention to rumors floating around that financial stringency in Canada might have an effect on import orders. He states that the buying desire on part of jobbers is just as heavy and import orders coming along quite freely; in fact, to a more gratifying extent than during years when financial market was more favorable than it is today. Stocks in first hands are cleaned up pretty well, and entire situation is agreeable. This expression from Mr. Halford fits in with a number already published from other authorities a little earlier in the year.

Ontario.

Clinton, Ont., merchants are after early closing.

S. Hustwitt, of the Red Rose Tea Company, Toronto, left for Winnipeg last week.

W. H. Despard, of White & Co., Toronto, who has been away in Europe, has returned.

There will be a meeting of the executive of the Ontario Retail Merchants' Association on Tuesday night, February 17, in Ottawa.

T. Laidlaw, grocer, of Toronto, is deceased.

The milk strike in Berlin, Ont., failed, due to lack of co-operation on the part of the citizens.

T. H. Estabrooks, president of the T. H. Estabrooks Tea Company, was in Toronto last week.

Elizabeth Tomlinson, of Toronto, grocer, is dead. The business has been taken over by Irwin Bros.

Owing to the death of the owner, the grocery business of Betzner & Co., Berlin, Ont., is being offered for sale.

E. Broad, 468 Pape Avenue, Toronto, is about to remodel his store. He will install modern grocery bin fixtures.



J. M. SEMMENS, Hamilton, Ont., Now president of the Hamilton R.G.A., in succession to Ed. Hazell.

S. H. Robbins, Robbins & Kaake, 2149 Dundas Street, Toronto, will take over the entire business on February 17th.

John H. Gaffney, traveler for the Litster Pure Food Co., Toronto, died at his home in Brockville, Ont., on Monday.

Fred Lytle, of the T. A. Lytle Co., Ltd., Sterling Road, Toronto, is in Boston. He attended the National Canners' Convention there.

The residence of F. McDougall, grocer, Ingersoll, Ont., sustained a fire loss recently to the extent of about $1,000. The loss is covered by insurance.

W. H. McK. Millman, who has been looking after the inside work for Elliott & Marr, wholesale grocers, London, Ont., is leaving the firm to go into the insurance business with his brother.

Jas. Langskill, president of White & Co., Toronto, has left for a trip of a month or six weeks to Cuba and other southern countries.

R. E. Blinn, of Richmond Street, London, Ont., has bought out R. G. Collins, of Dundas, Ont., and intends moving his stock there the 1st of March.

An executive meeting of the Ontario Retail Grocers' Association was held in Hamilton, Ont., on Wednesday night. A full report will appear in next week's issue.

Reckitts (Over Sea), Limited, have opened an office and warehouse in the King Building, 122 to 126 Wellington Street West, Toronto. W. Aston has come over from the Old Country to take charge.

The eleventh general meeting of the Canada Brokerage Co., Toronto, was held recently. A dividend of 7 per cent. was declared on the preferred stock and one of 5 per cent. on the common. The directorate was re-elected.

Western Canada.

Former Postmaster MacDonald, New Westminster, B.C., has purchased the grocery business of Klaiber & Son.

The Retail Merchants' Association of Calgary, Alta., want to see the manufacturer who puts up sealed goods held responsible for their adulteration.

W. H. Escott Co., Ltd., Winnipeg, Man., have secured the services of T. J. Tollack as salesman for their Edmonton branch. Mr. Tollack for a number of years has been in the employ of Cameron & Heap, wholesale grocers, Kenora, Ont.

The annual banquet and dance of the staff of the grocery department of the T. Eaton Company, Winnipeg, was held recently. There was an attendance of about 200, presided over by S. E. Harris. Addresses were given by A. A. Gilroy, general manager of the Winnipeg stores, and Mr. Harris. Songs were contributed by Messrs. Griffiths and Habbeshaw. Mr. Gilroy gave an address on salesmanship, dealing particularly with the department represented at the banquet. His remarks consisted of a racy description of the types of customer which come to a grocery counter, with a full appreciation of the difficulties salesmen and girls meet with in the course of the day.

Sugar Continues Strong; Tea Market Unchanged

Dried Fruits Moving Well at Toronto — Some Advances in Candied Peel — Canned Corn Said to be Scarce — One Firm Advances Prices of Matches.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
- Further decline in new laids of 4 to 5c. Cold storage eggs practically finished. Few supplies coming in.
- Decline in honey.
- Cheese prices advance.
- Poultry market subject to stiffer prices.

FRUITS AND VEGETABLES—
- Prices remain unchanged from last week.
- Marmalade oranges moving well. Stiffer prices looked for.
- Dearer lemons hinted at.
- Potatoes much firmer. Supplies harder to get.
- Onions also show further firmness.

FISH AND OYSTERS—
- Haddies, fillets, decline ½c.
- St. John bloaters decline 10c per box of 40.
- Imported Scotch kippered herrings off.
- Steak codfish decline ½ to 1c per lb.
- Tommy cods down 20c per barrel.
- Striped sea bass decline 1c.
- Shad quoted at 10c per lb.
- Round pike quoted at 5½ to 6c per pound.
- Live lobsters advance 3c.
- Boiled lobsters advance 5c.

FLOUR AND CEREALS—
- Mill feeds in great demand. Flour market much better. Cereals improving.

GENERAL GROCERIES—
- Sugar market trifle stronger.
- Cheaper prices predicted for rice.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
- Cheese very firm.
- Pure lard easier ¼c.
- Good demand for eggs.

FISH AND OYSTERS—
- Markets active.
- Haddies up 1c.
- Smoked halibut procurable at 20c.
- Oyster business good.

FRUITS AND VEGETABLES—
- U. S. parsley procurable at 75c per dozen bunches.
- No. 1 winter apples up to $4.00.
- Onions and potatoes firm.
- Carrots and beets up to $1.25.

FLOUR AND CEREALS—
- Ontario wheat flour stronger.
- Cereals easier.
- Cornmeal drops to $2.05 and $2.15.
- Corn flour drops 50c to $2.50.
- Rolled wheat down to $2.75.

GENERAL GROCERIES—
- Sugar firm.
- Candied peels up 1 to 2c.
- Beans strong.
- Brazil nuts drop to 20c.

QUEBEC MARKETS.

MONTREAL.—The local market is quite active for this season of the year, and business, which was expected to commence about the 1st of March or probably a little later, has started in already. Orders are coming in freely, and the general feeling is much better than previous expectations. Collections, too, are in much better shape than expected earlier in year, and at present time it must be said that conditions are quite normal, although there is a slight depression felt in certain centres yet.

SUGAR.—Market for raws is reported by local dealers as being a trifle firmer over one week ago. A report from across the frontier is to the effect that holders of raw are not too anxious to make any concessions to buyers; in fact, there appears to be more or less of a hold-up in that business, as neither buyer nor seller is willing to meet the other's views on raws. As regards the demand for refined, the business passing at the present time is only fair, but quite seasonable. Retailers do not seem to want to stock up to any great extent, as present conditions might lead to cheaper sugar, although there are few local wholesalers who entertain this thought. There is, however, no guarantee from the refiners as to the future course of sugar, and in view of this stocks are kept pretty low awaiting future developments. However, if buyers hold off until they are certain cheaper sugar is not to be, and then all come in at once, they are bound to force the prices up, as in the past.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 85
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—Although demand is not what local wholesalers would like it to be, there is a general feeling throughout the trade that business will pick up in the near future, as this market is generally much more active during Lent and spring season. Prunes, however, have been in splendid demand all along the line, and at present they are becoming quite scarce; in fact, stocks are said to be low. There has been no change in quotations during the week.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20

DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07½
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	....	0 09½
95 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	4 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Japan blacks are strong at present time, and prices are predicted to be good for some time to come. Chinas are at a standstill and need quite a lot of stimulation. Stocks in first hands are said to be low.

As regards the actual business passing at this time, the local wholesalers report that it is steady, and, although it has slackened up a trifle lately, it is still quite good.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12½
Virginia No. 1	....	0 13½
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 60

COFFEE.—Stocks are none too plentiful at present, and, although business is reported as quite satisfactory amongst wholesale trade, there could be considerable more of it attended to. Retailers seem to be ordering in small quantities, and, although their orders are coming more freely, they seem to be looking for lower prices; in fact, they have, or seem to have, taken on a waiting attitude.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

RICE AND TAPIOCA.—The present feeling is that the rice market will record a decline in present prices by the first

of next month. The usual floods which take place in Japan yearly have not been so disastrous this year, and present indications point to a favorable crop; in fact, there is some of the new crop on the way here at the time of writing. As soon as this arrives there is bound to be cheaper prices. In the United States domestic rice cannot compete with the imported around New York, and their shipments, which come from the South, are all going out to the western States. The new tariff has reduced the duty on rice, and this has made it next to impossible for competition in the northern States, as imported rice can be sold cheaper than the domestic. The consumption of rice and tapioca at present is quite seasonable, and the demand, therefore, is the same.

	Per cwt.
Rangoon Rice—	
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 28
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India, bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¼ 0 05⅜
Quarter bags, 56 lbs.	0 05⅜ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

SPICES.—There is nothing new in this market, as the demand is much the same as in former weeks, with the same prices ruling.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

MOLASSES AND SYRUPS. — Although the usual spring demand has not yet started, it is expected soon. Stocks are quite satisfactory and ample to fill all requirements. There is no great business passing at this time, although the demand is real good in small ways, sufficient to fill actual wants, with the same prices ruling.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.40	.37	.35
Barrels	.43	.40	.38
Half barrels	.45	.42	.40

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¼c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lbs. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple Sugar, pure, per lb.	0 10 0 11

NUTS.—The demand in this market is good for season of the year, and it may be said that the general feeling is quite firm, especially so in shelled almonds and shelled walnuts, which are holding up remarkably well.

Shelled walnuts, per lb.	0 37	0 39
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Finest filberts	....	0 13
Pecan	....	0 18
Almonds	....	0 19
Walnuts	....	0 18
Brazils	....	0 24
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—The demand at present is quite seasonable, with a steady business passing. There is always more or less business in this market in a small way, as orders do not amount to any great size, although they come quite freely. The demand might be termed steady but light, with the same prices in effect.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

ONTARIO MARKETS.

Toronto, Feb. 11.—From most reports it would appear that business might be a little brisker. January it seems was a good month with most jobbers and while business so far for present month may not be up to what it was in January, it does not mean that markets are unusually quiet for this season of year. Sugar continues firm and there is not much to report in tea except that prices are steady. Dried fruits are reported to be firm and higher prices are quoted in some lines.

SUGAR.—Market continues firm and at the moment prospects are in opinion of some local jobbers for higher prices. Better weather in Cuba, permitting grinding to proceed, checked advance in prices temporarily but continued advances on primary markets are looked for. Low prices have stimulated consumption and an unusual amount of sugar is said to be being used. Marmalade season no doubt will account in some measure for this. In Canada prices are likely to rule at least steady with upward tendency and in the words of one dealer "the first advance will create heavy buying."

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 16
25 lb. boxes	5 36
Cartons (20 to case)	0 36
Cartons (50 to case)	0 18
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—Demand for dried fruits locally is said by many to be good, prunes particularly being mentioned. Advances in prunes are not improbable as it is reported that stocks on the Coast are small and they are in strong hands. Oregon prunes it would appear are about cleaned up. Apricots are firm and an advance in prices locally is recorded of 16½ to 17 cents instead of 15½ to 16½ cents. Peaches are considered by many to have reached bottom. They are considered cheap just now and lower prices are not expected although it is said they are not selling as well as some other lines. Candied peels show a considerable advance this week.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 16½	0 17
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	....	0 13
Orange	....	0 13
Citron	0 17	0 19
Currants—		
Filiatras, per lb.	....	0 06¾
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 07	0 08
Hallowees	....	0 08
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05½
Prunes—		
30-40s, Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12½	0 14
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¼
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 08½
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06½	0 07
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08½

DRIED VEGETABLES.—This market is fairly active especially in beans as large quantities of these are absorbed by lumber camps. Prices are firm as supplies are not coming forward very fully. No change in prices, however, is recorded.

	Per bushel.	
Beans—		
Canadian primes	....	2 10
Canadian, extra H. P.	....	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07¼	0 08
Peas, blue Canadian, per bush.	2 00	2 25
Peas, green, imported, bush.	....	2 40

NUTS.—Prices of almonds and walnuts remain very firm and as demand keeps up and supplies are low there is no chance of decline in prices. Brazils, however, show a drop this week, reason

being that new crop will be available by 19th of this month.

	Per lb.
In shell—	
Almonds, Tarragona, new	0 18 — 0 18½
Brazils, medium	0 21 — 0 22
Brazils, large, washed	.... — 0 20
Chestnuts, peck	1 75 — 1 90
Filberts, Sicily, new	0 12 — 0 13
Peanuts, green, per lb.	0 08¾ — 0 10½
Peanuts, roasted	0 10 — 0 13
Pecans	0 17 — 0 18
Walnuts, Bordeaux	0 13 — 0 13½
Walnuts, Grenoble, new	0 16 — 0 17
Walnuts, Marbots	0 14 — 0 15
Shelled—	
Almonds	0 45 — 0 48
Filberts	.... — 0 27
Peanuts	0 11 — 0 12
Pecans	.... — 0 60
Walnuts, new	0 38 — 0 40

SPICES

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	.....	0 12—0 15
Cinnamon, whole	.....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	.....	0 25—0 35
Cloves, whole	.....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 32—0 34
Curry powder	.....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	.....	0 22—0 25
Ginger, African, ground	.....	....—0 16
Mace	.....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	.....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	.....	....—0 50
Pastry spice	.....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	.....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	.....	0 26—0 28
Pickling spice	.....	....—0 15
Turmeric	.....	0 25—0 35

SYRUPS and MOLASSES.—

Syrups—	Per case.
2 lb. tins, 2 doz. in case	.... — 2 50
5 lb. tins, 1 doz. in case	.... — 2 85
10 lb. tins, ½ doz. in case	.... — 2 75
20 lb. tins, ¼ doz. in case	.... — 2 70
Barrels, per lb.	.... — 0 03½
Half barrels, lb.	.... — 0 03¾
Quarter barrels, lb.	.... — 0 04
Pails, 38½ lbs. each	.... — 1 85
Pails, 25 lbs. each	.... — 1 35
Molasses, per gallon—	
New Orleans, barrels	0 27 — 0 29
New Orleans, half barrels	0 29 — 0 31
West Indies, barrels	.... — 0 28
West Indies, half barrels	.... — 0 30
Barbadoes, fancy, barrels	0 45 — 0 47
Barbadoes, fancy, half barrels	0 49 — 0 50
Maple Syrup—Compound—	
Gallons, 6 to case	.... — 4 80
½ gals., 12 to case	.... — 5 40
¼ gals., 24 to case	4 80 — 5 40
Pints, 24 to case	2 70 — 3 00
Maple Syrup—Pure—	
5 gallon cans, 1 to case	.... — 1 25
Gallons, 6 to case	6 60 — 8 00
½ gallons, 12 to case	.... — 7 25
Quarts, 24 to case	7 25 — 3 40
Pints, 24 to case	.... — 4 70
Maple Sugar—	
Pure, per lb.	0 14 — 0 15
Maple Cream Sugar—	
24 twin bars	.... — 1 80
40 and 48 twin bars	.... — 3 00
Maple butter, lb. tins, dozen	.... — 1 90

Match Prices Change.

MATCHES.—The E. B. Eddy Co. have advanced the prices of some lines of their matches and while no reason has yet been given out for these advances they can probably be explained as occurring in sympathy with the advancing cost of timber and chemicals. Pony silents, Comet silents and Royal George have advanced 5 cents per case and prices for these are now $3.55, $2.40 and $4.05 respectively.

Eagle 2s and Silent 2s have advanced 10c per case and now sell at $2.15 and $2.40 per case respectively.

King Edwards, Headlight, and Eagle 1's have advanced 15c and are now quoted at $3.70, $4.65, and $2.30 per case respectively. These changes apply only in Ontario and Quebec.

CANNED GOODS.

MONTREAL.—The present consumption is good, and all lines are moving out well. With the probable exception of tomatoes there does not seem to be an over-abundance of the other lines; and one of the local dealers stated today that if the present consumption keeps up he would not be at all surprised to see an increase in present prices; in



The above picture shows the progress being made on the five-storey 50 x 100 addition to the MacLean Publishing Co.'s building on University Avenue, Toronto, proprietors of this paper.

This building will provide space that has been urgently required for the last year or two for the editorial and business staffs of their various publications. That we have great faith in the future of Canada is shown by the fact that we have acquired the whole block on University Avenue, running from Edward to Agnes Street. As the business develops and as Canada develops, the next building will be erected on the southern corner of the property, bordering on Agnes Street. The old building on your right of the picture—and it is only four years old—is one of the most substantially built brick, steel and reinforced concrete buildings in Canada. It will be devoted exclusively to the printing presses eventually. It runs through to Centre Avenue.

fact, he went so far as to say that higher prices were quite probable. Tomatoes, of course, seem to be quite plentiful, as the pack last year was generally good.

TORONTO.—It would appear that in this market canned pineapple is selling well by many grocers. Strawberries too are popular. Among vegetables there would seem to be a great scarcity of corn and one firm reports receiving an order from the West for several thousand dozen which they were unable to fill. Hence higher prices in corn to the retailer are not improbable.

MANITOBA MARKETS.

POINTERS:—

Prunes—Decline ½ cent.

Beans—Decline 10 to 15 cents per bushel.

Seedless raisins—Easier.

Cereals—Decline.

Green Rio—¾ cent down.

Winnipeg, Feb. 12.—Wholesale grocers report a good volume of business and sales during January being a little better than even with those of last year. Extremely cold weather since the beginning of the month has given a check to retail trade in rural districts, but has if anything stimulated city business.

The outlook is encouraging, collections during January having been better than in December, and are looked to show up well during the present month.

SUGARS AND SYRUPS.—There is fair demand; prices unchanged.

	Per cwt. in sacks.
Sugar, Eastern—	
Extra standard granulated	4 80
Extra ground or icing	5 30
Powdered	5 10
Lumps, hard	5 60
Montreal, yellow	4 30
Sugar, B.C.—	
xtra standard granulated	4 80
Yellow sugar, No. 1	4 40
Yellow sugar, No. 2	4 25
Yellow sugar, No. 3	4 15
Bar sugar	4 5
Icing sugar	5 15
Powdered sugar	4 95
H. P. lumps	5 65
Sugar packed in barrels 5c per cwt. more.	
Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, ¼ doz. in case	2 77
Cases, 10-lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ½ doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
B. C. Cane Syrups—	
2 lb. tins, 2 doz. to case, per cs	2 85
5 lb. tins, 1 doz. to case, per cs	3 20
10 lb. tins, ½ doz. to case, per cs	3 00

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.	
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Imperial quarts, case 2 doz.		5 20
Imperial ½ gals., 1 doz.		4 75

DRIED FRUITS.—Prunes are easier, and have declined ½ cent. California seded and seedless raisins are both up ½ cent. Hallowi dates are ¼ cent per lb. cheaper in bulk. There is a fair demand for dried fruits, green fruits being scarce.

	Per lb.	
Apricots—		
Extra choice		0 18½
Choice		0 18
Standard		0 17
Slab		0 15
Currants—		
Dry clean		0 07¼
Washed		0 07¾
1 lb. package		0 08¾
2 lb. package		0 17¾
Dates, Hallowi, per lb.		0 07
Figs, Cooking—		
Choice, boxes		0 06¼
Half boxes		0 06½
Half bags		0 05¼
Nectarines		0 11
Prunes, in 25-lb. boxes—		
90 to 100		0 07
80 to 90		0 08½
70 to 80		0 08
60 to 70		0 08¾
50 to 60		0 09½
40 to 50		0 12
Raisins, Valencias—		
Valencia selects, 28's		1 82
Valencia selects 14's		0 94
Valencia layers, 28's		1 90
Valencia layers, 14's		0 97
Raisins, Sultanas—		
California		0 09¾
Smyrnas	0 12	0 14
Raisins, Muscatels—		
3 crown, loose, 50s		0 07¾
3 crown, loose, 25s		0 08¼
Choice seeded, package		0 09
Extra fancy seeded, package		0 10

TEAS AND COFFEES.—There is only one change to note in the coffee market this week, and that is a decline of ¾ cent per lb. on green Rio. Tea market is firm.

	Per lb.	
Coffee—		
Rio, No. 5, green		0 13¼
Rio, roasted		0 18
Santos, green		0 18
Santos, roasted		0 21
Chicory, per lb.		0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, choice	0 35	0 45

BEANS.—There is a general decline in all lines of unmilled cereals. Beans, peas, and barley are all marked down on the list.

Beans—	
Austrian, hand picked	2 50
3 lb. picker	2 15
Peas—	
Split peas, sack, 98 lbs.	3 50
Whole peas, bushel	2 15
Barley—	
Pot, per sack 98 lbs.	3 20
Pearl, per sack 98 lbs.	4 40

NUTS.—Trade in nuts shows little variation, although it has been to a certain extent affected by slack industrial conditions.

	Per lb.	
In shell—		
Almonds, Tarragona		0 17
Filberts, Sicily		0 12¾
Peanuts, Jumbos, roasted		0 14
Peanuts, choice, roasted		0 11
Pecans		0 22
Walnuts, Grenoble		0 16
Walnuts, Marbot		0 13½
Shelled—		
Almonds		0 41
Walnuts		0 33
Chestnuts, per lb.	0 20	0 25

SASKATCHEWAN MARKETS.

(By Wire.)

Regina, Feb. 12.—There is little news to report in the markets this week. There is an advance in prunes and peaches are low. Produce is moving much better than usual for this time of year. Eggs have fallen off considerably during last week or ten days. Eggs strictly fresh are 43 but poultry is unchanged. Butter creamery 36.

Produce and Provisions—		
Butter, creamery, per lb.		0 36
Butter, creamery, per lb.	0 30	0 34
Butter, dairy, No. 1, 26c; No. 2		0 20
Cheese, per lb.	0 16¼	0 16½
Eggs, fresh, per doz.		0 40
Lard, 3's, per case		8 85
Lard, 5's, per case		8 45
Lard, 10's, per case		8 35
Lard, 20's, each		2 85
Dried Fruits—		
Apricots, choice		0 17⅝
Currants, gulf cleaned		0 08¼
Figs, natural 6's		0 06¾
Evaporated apples, per lb.		0 09½
Dried peaches, 25s		0 09
Dried peaches, choice, 25s		0 09½
Prunes, 70-80, 25s		0 08¾
Raisins, muscatels, 50s		0 07¾
Raisins, muscatels, 25s		0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.		1 25
Grape fruit, Florida		6 00
Lemons, Messina		5 00
Lemons, California		6 00
Oranges, navel	3 00	3 75
Onions, Val.	2 75	5 00
Tomatoes, Cal., case		2 75
Nuts—		
Almonds, whole	0 17¾	0 18¾
Brazil	0 18	0 21
Filberts		0 14½
Walnuts		0 19
General—		
Potatoes, per bushel		0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel		2 85
Coffee, whole, roasted, Rio		0 17
Rice, per cwt.	4 35	4 40
Sugar, standard, gran., per cwt.		5 17
Sugar, yellow, per cwt.		4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.		3 82
Corn, standard, per 2 dozen		2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches		2 91
Strawberries and raspberries		4 20
Tomatoes, standard, per dozen		2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 60
Sockeye, ½s		9 80
Red springs, 1s		6 70
Cohoes, 1's, $5.50; hump back 1's		3 60

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, Feb. 12.—Markets are about the same as last week. They continue generally to show an average firmness. There was a little sugar flurry this week caused by drop in United Empire, but other grades were not affected. The New York market is strong and no further decline is expected just now. The presence of foreign stocks caused drop in United Empire. Lard is slightly advanced with market stronger. Yellow beans are higher. Dairy market is easier. Butter is more plentiful and prices may go lower. Eggs are coming in better.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.		0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, domestic, per bbl.		29 00
Butter, dairy, per lb.	0 26	0 27
Butter, creamery, per lb.	0 29	0 30
Cheese, per lb.	0 15¾	0 16
Eggs, in case, 30-35c; hennery	0 40	0 45
Lard, compound, per lb.	0 11¾	0 12
Lard, pure, per lb.	0 15¼	0 15¾
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.		5 50
Cornmeal, ordinary, bags		1 70
Flour, Manitoba, per bbl.		6 25
Flour, Ontario, per bbl.		5 50
Rolled oats, per bbl.		5 40
Oatmeal, standard, per bbl.		5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	1 40	1 50
Sugar—		
Standard granulated	4 40	4 50
United Empire	4 10	4 20
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbados, fancy	0 33	0 34
Onions, per bag		2 25
Currants, 1s, per lb.	0 08	0 08¾
Raisins, California, seeded	0 09¾	0 10¾
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Yellow eye	3 60	3 70
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

NOVA SCOTIA MARKETS.

(By Wire.)

Halifax, Feb. 12.—The chief feature of local grocery market this week is drop of 20 cents per hundred pounds in price on United Empire sugar which is now quoted at $4.10. All other grades are unchanged, standard granulated selling at $4.40. All grades of molasses have been reduced one cent per gallon. Canadian onions are in demand and firm at $3 per bag. Fresh eggs are in better supply and price has dropped to 30 cents per dozen. Dealers report business about an average for season of year.

FLOUR and CEREALS

Mill Feeds Continue Firm; Montreal Flour Markets Stronger

Cereals Easier on Toronto Market—Cornmeal, Cornflour and Rolled Wheat Decline—Ontario Flour Firmer.

While reports have been published to the effect that the snow covering of the growing crop in some of the winter wheat states is insufficient, there are many who believe that so far no harm has been done. The alternate thawing and freezing, however, is not considered a favorable factor but no person cares to express an opinion at the present stage as to any possible damage.

The reported reduction in the estimates of the Australian and Argentine wheat crops is no doubt helping to sustain prices in Chicago and Winnipeg.

A Montreal despatch says that as regards new business in Canadian wheat there has been little or no demand for export, trading being confined to what casual demand was experienced from Canadian millers. In the world's wheat shipments during the past week those from the United States and Canada fell off some 2,000,000 bushels; whilst Russia and the Danube increased their output by 3,130,000 bushels. This is a big world, as soon as one country drops off in furnishing its quota, another fills up the gap. Advices from London state that wheat factors in Russia, which are a wealthy class have, in many instances, two years' supplies on hand. This is said to be one reason why it is so difficult to estimate stocks in Russia, as these factors or merchants, it is said, never report their stocks to the Government.

MONTREAL.

FLOUR.—Market here continues much firmer each week and amount of flour passing at present has shown quite a lot of improvement from that of one month ago. Prices remain unchanged, however, although market is very firm at these figures. Export business has fallen away to practically "nil" as millers are busy filling domestic requirements at present. It is said, too, that English markets as well as South African are pretty well stocked up for present.

	Small lots, in bags. per bbl.	
Manitoba Wheat Flour—		
First patents	....	5 40
Second patents	....	4 90
Strong bakers'	....	4 70
Flour in cotton sacks, 10 cents per barrel more.		
	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS. — This market is unchanged from one week ago, in fact there has not been any change here for quite some time. Reports are being circulated in local circles to effect that price-cutting still continues at competitive points, but official quotations are as follows:

	Per 98-lb. sack	
Cornmeal—		
Kiln dried	....	2 10
Softer grades	....	1 95
Rolled Oats—	90's in jute	
Small lots	....	2 22½
25 bags or more	....	2 12½
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled wheat—	100-lb. bbls.	
Small lots	....	2 85
Hominy, per 96-lb. sack	2 40	2 75

MILL FEEDS.—Market is still holding record for being busiest at present time. All local dealers are oversold into March and demand is greater than supply. American market has not yet realized that local millers have all they can do to try and fill domestic wants as they are inquiring almost daily for supplies. It is next to impossible to answer these inquiries unless domestic demand suffers. Market is very firm at following prices and it is thought by good many of local dealers that present prices will not hold for long.

Mill Feeds—	Car lots, per ton	
Bran	....	23 00
Shorts	....	25 00
Middlings	....	28 00
Wheat moulee	....	28 00
Feed flour	....	32 00

TORONTO.

FLOUR.—More demand for Ontario flour, but no change on Manitoba, sizes up situation this week. Owing to scarcity of wheat offering, Ontario flour is stronger than it has been for some time and many millers do not seem eager to part with supplies on hand. While export trade appears to be very quiet and some say domestic trade also, in Manitoba flour, is dull, there are others who claim to be doing good business in both. Some of the prices have been re-adjusted this week and in fact many have been selling flour at these prices for some time.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 50	5 30
Second patent	5 00	4 80
Strong bakers'	4 80	4 60
Flour in cotton sacks, 10c per bbl. more.		
	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	4 75—4 95	4 45
90 per cent.	4 55	4 05
Straight roller	4 45	3 95
Blended flour	4 30	4 35

CEREALS.—Cereal prices are lower this week, some attributing decline to continued price-cutting, others to fact that business at former levels was too dull and hence prices had to be reduced. At any rate, more lively trade is reported since easier prices have been declared. Quotations are as follows:

Peas, Canadian, boiling, bush.	2 00	2 25
Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	2 50
Cornmeal, yellow, 98 lbs.	2 05	2 15
Graham flour, 98 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 27	2 37
Oatmeal, granulated, 98 lbs.	2 27	2 37
Peas, Chili, boiling, per lb.	0 05	0 06
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90-lb. bags	2 05	2 15
Rolled wheat, 100-lb. bbl.	....	2 75
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—No change in situation of mill feeds has taken place this week. Markets remain firm, and, of course, easier prices are not to be looked for. Bran is said to be in especially great demand although demand for other lines is exceedingly strong and will probably be stronger.

Mill Feeds—	Car lots, per ton.	
Bran	....	23 00
Shorts	....	25 00
Middlings	27 00	28 00
Wheat moulee	27 00	28 00
Feed flour, per bag	....	1 55

BUSINESS OF WOOLWORTH STORES.

During the fiscal year ended December 31, 1913, gross sales of the Woolworth Stores totalled $66,223,083, compared with $60,553,183 in 1912, an increase of $5,669,900, or 9.36 per cent. Sales during December, 1913, were the largest of any single month in the company's history, amounting to $10,568,433, compared with $9,476,642 for December, 1912, an increase of $1,091,791, or 11.52 per cent. Sales on December 24 totalled a little more than $1,000,000.

During 1913 fifty-six new stores were opened, placing the total number of stores now in operation at 687.

LOOKING FOR GOOD BUSINESS

Editor Canadian Grocer.

Dear Sir:—Please find enclosed cheque for $2.00, covering my subscription to Canadian Grocer for another year. I find the Grocer very valuable re. Mr. Johnson's articles, etc. It is also interesting to note that business on the whole is good, also that the prospects for 1914 are good. My sales were about $3,000 better than 1912, and collections were good. I have no more on the books than $200 (all good) which is not bad for a $15,000 business; for the month of January, 1914, my sales are $300 better than 1913. For 1914 I hope to have a decided increase in business. As I purpose building a store somewhere in the neighborhood of 24 ft. by 40 ft. long on the present site. Hope to be able to try for a prize in the contest for the Christmas window. How is it Toronto lets all the best prizes go to B.C. and Manitoba?

W. F. HOPKINS,
Islington, Ont.

FRUIT & VEGETABLES

Fruit Market Rather Quiet; Vegetable Situation Firm

U. S. Parsley Procurable at 75c Per Dozen Bunches — Winter Apples Advance 50c at Toronto—Potatoes Very Firm.

MONTREAL.

GREEN FRUITS.—There is little or nothing to report in this market this week, as demand and prices have kept up, and no change is noted from one week ago. Market is firm, and, although there is not a great deal of business passing, it is quite sufficient to keep local dealers busy. Demand is not for very large lots, but is quite steady. There is quite a business passing at present for marmalade oranges, and, although there is no change in price recorded from last week, it is most likely to come in near future. Advance is also hinted at in lemons. Weather is not helping importation of fruits any, and prices, therefore, are a little stiffer than they would be under other circumstances.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 50
Baldwins, Greenings and Russets, No. 2's	....	4 50
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	7 00	6 00
Spies, No. 1	....	7 00
Spies, No. 2	....	5 00
Bananas, crate	1 75	2 25
Cape Cod cranberries, bbl.	....	16 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 50
Lemons—		
Extra fancy, 300 size	....	3 75
Fancy, 300 size	....	3 00
Oranges—		
Valencias, 420 size	....	4 75
Valencias, 714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150-176-200-216-250	2 00	2 25
California navels, 126-150-176-200-216-250	2 75	3 00
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES. — Market is little stiffer, so far as potatoes are concerned, as dealers here are finding it little harder to get their supplies. Weather is blamed for this state of affairs, as it is affecting shipments from different parts of country. Onions are also much firmer, and advance in prices would not be at all surprising to some of local dealers. Stocks at present are said to be none too heavy. Demand for all lines is much same as in former weeks, with only a light but steady business in evidence. Prices in all lines remain unchanged. Parsley is quoted by local dealers as follows:—Canadian, 35 cents per dozen bunches, while Bermuda parsley, which is done up in much larger bunches, is quoted at 75 cents per dozen. Hubbart squash is quoted at $3.50 per dozen.

Beans, wax, crate, Florida	....	6 50
Beans, string, crate, Florida	....	6 50
Beets, bag	....	1 25
Brussels sprouts, quart	0 30	0 32
Cabbage, bbl.	....	2 50
Cabbage, per dozen	....	1 25
Carrots, bag	....	1 25
Cauliflower, crate, 2 doz.	....	3 00
California celery, crate, $5.75-$6.50; Florida, crate	....	3 25
Cucumbers, Boston, dozen	2 75	3 00
Egg plant, crate, 2 dozen	....	5 50
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	1 75
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	....	4 25
Spanish, half case	....	2 25
Red Danvers, 100-lb. bag	....	4 00
Shallottes, per dozen bunches	....	0 40
Parsnips, bag	....	1 25
Parsley, American, per doz., bunches	....	0 75
Parsley, Canadian, per doz. bunches	....	0 35
Peppers, green, 3½ qt. basket	....	0 90
Potatoes—		
Green Mountains and Quebecs, bag	0 90	1 00
Potatoes, sweet, per bbl.	....	5 00
Potatoes, sweet, Jersey, hpr.	....	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, hothouse, per lb.	0 20	0 25
Spinach, C.H., box	....	1 00
Spinach, C.H., barrel	....	3 00
Squash, Hubbart	....	3 50

TORONTO.

GREEN FRUITS.—Cold weather this week has been against fruit men. However, not many complaints are heard, and, as one dealer remarked, "January seemed a quiet month, and yet we had a splendid amount of business when month's sales were totaled up." Canadian apples, of course, continue very scarce. No. 1 winter apples have advanced to $4. Imported Spitzenbergs and Roman Beauties are procurable at $2.75 to $3 per box. Bananas, according to one authority, will be of fine quality this year, as Jamaica crop is good; but prices, which are low just now, will probably advance during the spring months, as this fruit grows in popularity in spring and summer, and demand is generally very great then. It would appear now from all reports that the California orange crop is quite satisfactory, both as regards quantity and quality, and no scarcity need be expected. Smaller sizes are quoted at $2.50 per case. Lemons are quiet just now.

General opinion seems to be that while there will be no scarcity of this fruit, larger sizes may be fairly stiff in price, as large lemons are not plentiful. Pineapples are said to be very firm, and are selling at $4.50 to $5.

Apples—		
Spies, hand-picked, barrel	....	5 00
Other varieties, winter apples, No. 1s	2 50	3 50
Other varieties, winter apples, No. 1s	....	4 00
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, $2.50; extra	....	2 75
Spitzenbergs, box	....	2 75
Roman Beauties, box	....	2 75
Bananas, per bunch	1 25	1 75
Cranberries, long keepers, box, $3.75; bbl.	10 50	11 50
Grapefruit, Florida, case	4 50	5 00
Grapefruit, Cuban, case	3 00	3 50
Grapes, Malaga	6 50	7 50
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels, 126's-216's	2 50	2 75
California navels, 216's-250's	....	2 50
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Messinas	....	2 50
Sevilles	....	2 50
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	4 50	5 00
Strawberries	0 40	0 50

VEGETABLES.—As in case of green fruits, weather has been against vegetable market this week. Prices, however, continue very firm. Advances have taken place in Canadian beets, which have gone up to $1.25 per bag, and Canadian carrots, which have taken a similar rise. Onions are very stiff, and hothouse tomatoes are quoted at 30 cents as bottom price. Rhubarb is easier at $1.25. Potatoes are inclined to be firm, as conditions at sources of supply are not favorable for shipping. United States parsley is to be had at 75c per doz bunches.

Beets, Canadian, per bag	....	1 25
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	2 75	3 00
Carrots, Canadian, bag	....	1 25
California celery, case	4 50	5 00
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, crate	4 25	4 50
Large cooking, bag 100 lbs.	3 50	3 75
Green, doz., Canadian, 30c; U.S.	0 40	0 50
Parsnips	1 00	1 25
Potatoes, New Brunswick, per bag	1 00	1 05
Potatoes, Ontario	0 95	1 00
Sweet potatoes, kiln dried, hamper	1 10	1 25
Parsley, U.S., per doz. bunches	....	0 75
Rhubarb, per dozen	....	1 25
Tomatoes, hothouse, lb.	....	0 30
Turnips, bag	0 40	0 50

RETAIL MERCHANTS OF NAPANEE UNITE.

At a well attended meeting of the retail merchants of Napanee, Ont., held in the council chambers on Wednesday night, of last week, it was unanimously decided to form a branch of the Retail Merchants' Association of Canada, and the following officers were elected:—

President, Reeve S. C. Denison, grocer; first vice-president, A. E. Paul, stationer; second vice-president, A Chinneck, jeweler; treasurer, W. H. Boyle, hardware; secretary, Councillor Mark Graham, men's wear. Among the different subjects discussed were:—The proposed Fire Marshall Bill; the proposed Workmens' Compensation Bill; the inspections of weights and measures; the making of false advertising a criminal offence; the Business Assessment Act; freight cartage charges and also the credit reporting department of the association. The meetings lasted till 11 p.m. The merchants think that with a live man like S. C. Denison as president, the success of the association is already assured.

R. A. Lavitz, Grimsby, Ont., has had his store re-decorated, the former dark red being replaced by a light grain finish.

FISH AND OYSTERS

Fish Business Still Good; Haddie Market is Firm

Halifax Markets Stronger—Haddies up 1 Cent at Toronto—Shad to be Had at Montreal—Pickled, Salted and Prepared Moving Out Well.

MONTREAL.

FISH.—Demand is keeping up well in all lines, especially in pickled, salted and prepared fish. All centres are getting in their supplies for Lent. Demand for frozen fish is also very good, but there seems to be certain feeling of uneasiness on account of Lenten season starting so late this year. In case weather would break early, that feature would have quite an influence on sales. As consequence, dealers are not inclined to overload and as supplies in first hands are large prices have tendency to ease off.

There have been some concessions made this last few days on staple lines and unless weather keeps suitable for some time yet there might be further cuts in prices of various lines.

Frozen lake fish according to latest reports, will be short. Fishing operations are practically over and crop is only an average one with larger demand than usual. Though fresh fish was expected from east this week, as fishermen have kept ready for starting operations for some time, nothing much has been done up to now. With probable spell of very cold weather, it is not expected that anything worth mentioning will be done for couple of weeks yet. This will allow market to get cleared out of frozen haddock, shad, cod, haddies, fillets, etc.

Trade in shell oysters is unchanged but demand for bulk has been better and is expected to increase until first or second week in Lent.

TORONTO.

FISH AND OYSTERS. — Market is active this week and wholesalers are all busy filling orders. Prospects are for increasing business from now till after Lent. Great scarcity of haddies is reported locally and advance of one cent is noted. Oyster men report very good business and say that sales this year are considerably ahead of what they were last year at this time. Smoked halibut and smoked eels are obtainable on local market at 20 and 10 cents respectively.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .08	$ .10
Haddies, 15-lb. and 30-lb. boxes, per lb.	.08	.10
Haddies, fillets, per lb.	.12	.12
Haddies, Niobe boneless, per lb.	....	.10
St. John's bloaters, 100 in box	1.10	1.20
Yar. Bloaters, 60 in box	1.20	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.20	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40	....	1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut	....	.20

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	....
Salmon—Gaspe, medium and small, per lb.	.14-.15	....
Salmon, red—steel heads, per lb.	.12-.13	.14
Salmon, red—sockeyes, per lb.	.10-.11	.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.11
Salmon, pale qualla, dressed, per lb.	.07½-.08	.08-.09
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb. per 100 count	2.25	2.50
Herrings, large, 85 lb. per 100 count	....	2.75
Sword fish, whole chunks, per lb.	.08-.09	....
Haddock, medium and large, per lb.	.05-.05½	.05
Market codfish, per lb.	.04½-.05	.05
Steak codfish, per lb.	.05½-.06	.09
Pollock, per lb.	.04	.04½
Tommy cods, per bbl.	1.80	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.10-.11	....
Sea trout, per lb.	.10-.11	.07½
Shad	.10	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tulibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Pike, round	.05½-.06	....
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	....
Carp	.12	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	5.75	5.75
Herrings, Labrador, half bbls.	3.25	3.25
Herrings, Nova Scotia, bbls.	5.50	....
Herrings, Nova Scotia, half bbls.	3.00	....
Lake trout, half bbls.	....	8.00
Quebec sardines, bbls.	5.50	....
Quebec sardines, half bbls.	3.00	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.08	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	....
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	11.00	....
No. 1 green cod, medium, bbl.	10.00	....
No. 1 green cod, small, bbl.	8.50	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.08	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	....
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

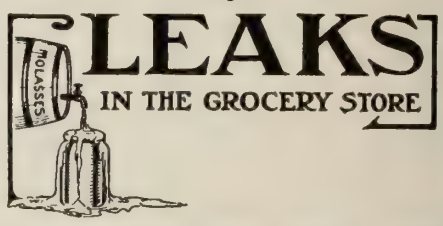
Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.35	.45
Boiled lobsters, medium and large, per lb.	.40	....

HALIFAX, N.S.

FISH. — With approach of Lenten season, price of fish is beginning to move. This week fresh haddock and cod were marked up to seven cents per pound, which is an advance of one cent per pound. There is no halibut and only a few smelts offering. General receipts of fish are about average for season. There is better inquiry from outside points for smoked and salt fish but as yet there is not heavy movement. There is nothing doing in export trade to foreign markets.



A Montreal reader writes: "Some grocers do things they should not do. Passing a store the other day in Montreal the writer had to stop, not to see an excellent display, but to take notice of a disgraceful state of affairs. In the window was a huge pile of apples which might have created sales had the fruit been good, but they seemed to have been affected by the general decay of the business. They were practically all half bad, a soiled show card, indistinct, too, trying to tell the public they were for sale cheap.

"Outside on an improvised bench sat wicker baskets lined with dirty newspaper, one containing cranberries which had been frozen once or twice and thawed out; another an irregular display of frozen herring, some of them, to all appearances, having nothing but skin and the backbone; and, again, another containing about three dozen tins of salmon, with another poorly-finished card stating "3 for 25c." The worst part of the latter was that the tins were so dirty that the brand could not be read, and, as the thermometer that day registered about 20 below, the contents must have been frozen. Now, can you imagine any grocer doing a thing like that?"

PRODUCE & PROVISIONS

Cheese Market is Firm; A Good Demand for Eggs

Toronto Depends on U. S. for Eggs—Montreal Has Plenty of New Laids — Some Say Butter Will Be Firmer — New Zealand Butter Not Having Much Effect in the East.

The market in produce and provisions remains quiet and steady with not much change from last week. The present situation in eggs is interesting when compared with the situation a year ago when storage eggs were becoming a drug on the market. This year local stocks of storage eggs are done and most dealers say they are dependent now on the United States for both storage and new laids.

The shipments of New Zealand butter do not seem to have had much effect on markets either at Montreal or Toronto; the reason probably is that it is the western market which is being affected by importations and this, according to some authorities does not cut much figure with most local dealers as in recent years the demand from these was not to be depended on very much.

At the Monday meeting of the Toronto Produce Exchange this week the market was reported quiet and unchanged. Offerings were small and were as follows:—

BUTTER.—Creamery 50-56 box solids, 26¼ not sold.

EGGS.—50-30 U.S. new laid (del.) 33c, not sold; 50-30 U.S. new laid, (Wed. del.) 32½c., not sold; 26-30 U.S. new laid 33c, bid 32.

Honey.—26-60 strained, 9½c., bid 9¼.

MONTREAL.

PROVISIONS.—Demand this week has been much the same as has been in evidence for past month. Business is rather quiet at present although there is steady but light demand for practically all lines. Prices are unchanged from one week ago. Lard does not seem to be moving out quite so freely of late but even at that there has been fairly good demand. Demand for hogs has kept up well and prices which were quoted last week have been maintained.

Hams—	Per lb.	
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	27 50
Clear pork	....	26 50
Lard, Pure—	Per lb.	
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—	Per cwt.	
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	13 75	14 00
Dressed, country	11 00	13 00

BUTTER.— Demand has not shown any change from one week ago and prices have been maintained. Receipts are continuing quite light and it cannot be said that present stocks will hold out any too long as demand is much greater than supply. Although there is not any demand from outside sources local trade is such that it will decrease stocks considerably if there is not change in conditions shortly. Reports to effect that New Zealand butter is on way to Montreal are not causing much anxiety among local dealers as they can undersell that stock a few cents as it would cost practically two and a half cents per pound to bring that stock from Vancouver. If such is the case they cannot figure how there is going to be much competition at present prices. Perhaps arrival of New Zealand butter will be welcomed if present conditions do not show some improvement.

Creamery—		
Winter made	....	0 28
September-October, finest	....	0 30
Dairy butter	0 23	0 27

EGGS.—A few weeks ago we reported that new laid eggs were almost "impossible," and that storage eggs would have to be substituted. We must now report the opposite. At present there are very few, if any, storage eggs to be had. Selects are off market altogether and quantity of No. 1's have also taken slump of one cent although there are very few to be had. Selects are off market altogether. There may possibly be few dozen to be had but they are so few that local dealers are not quoting them. As stated, few weeks ago shortage was in new laids, but now it is quite opposite and new laids are quite plentiful while there is a scarcity of all others. It might be said that demand is increasing daily and eggs are moving out more freely.

Eggs, case lots -	Per dozen.	
New laids	0 35	0 38
No. 1's	....	0 33
No. 2's	....	0 28
Splits	....	0 25

CHEESE.—Demand is quite steady, although little lighter than usual. Stocks in first hands are not heavy by any means and prices have firmed up considerably of late. Local dealers are split in their quotations, presumably from size of stocks held, but outside prices are as follows:

Cheese—		
Old specials, per lb.	0 17	0 18
September and October	0 15½	0 16
November, per lb.	0 15½	0 16
Stilton	....	0 18

HONEY.—As stated for some time back, the amount of honey in country at this season of year is much heavier than usual and prices have been very easy up to present. Local dealers have reduced their prices since one week ago. The demand is very light but quite steady for small lots, with following prices in effect.

	White Clover per lb.	Buckwheat per lb.
Honey—		
Barrels	0 11½	0 08½
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 20	0 15—0 16

POULTRY.—There is no improvement in supplies coming forward and naturally stocks on hand continue light. Demand is keeping up and has had usual effect on prices. Jewish population are now making quite a raid on live fowl with result that they have jumped up from three to five cents per pound, while dressed are now ranging from 17 to 19 cents, an increase of from one to two cents cheaper than one week ago, while geese and spring turkeys have increased one cent. Old Tom turkeys, however, have declined from two to four cents. Milk-fed chickens are quoted at 25 cents per pound while 30 cents is asked for milk-fed broilers.

POULTRY.

Fresh stock -	Live.	Dressed.
Broilers, pet lb.	....	....—0 25
Ducks, milk fed	0 16—0 18	0 18—0 19
Fowl	0 15—0 20	0 17—0 19
Geese	....	0 15—0 16
Turkeys, spring	....	....—0 23
Turkeys, old Tom	....	0 14—0 16
Milk fed chickens, lb.	....	....—0 25
Milk fed broilers, lb.	....	....—0 3

TORONTO.

PROVISIONS.—Nothing new to report this week, conditions being much same as last week. While things are quiet, demand for cured meats is heavier than usual, due in opinion of most to high prices of fresh beef. Lard is reported as a little easier this week and easier prices on some meats are quoted by a few but this is probably a tem-

porary matter and may be attributed to large stocks on hand, as there are many looking for greater firmness in prices.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18½
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 23	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 23	0 25
Bacon—		
Breakfast, per lb.	0 18	0 19
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs., per lb.	0 14	0 14¼
Pails, 20 lbs., per lb.	0 14¼	0 14½
Tins, 3 and 5 lbs., per lb.	0 14¾	0 15
Bricks, 1 lb., per lb.	0 15¼	0 15½
Lard, Compound -		
Tierces, 400 lbs., per lb.	0 10½	0 10¾
Tubs, 50 lbs., per lb.	....	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs -		
F.O.B., live, per cwt.	8 75	8 90
Live, fed and watered, per cwt.	9 25	9 35
Dressed, per cwt.	12 50	13 50

BUTTER.—While there is no change in prices this week situation in butter is stronger than it has been. It is said by some that large stocks held in U.S. are diminishing very fast. It appears that officials of Associated Warehouses report withdrawal during January of nine million pounds, leaving 27 million pounds in coolers. In other words same amount taken out for next three months as in January would leave nothing on hand and this is not too much to expect for, according to some, make from this time forward will be lighter. This is situation reported to exist in U.S., and it may affect markets here as similar conditions may obtain in Canada. Some say belief that storage stocks are large is what has kept prices from going higher.

Butter—		
Creamery prints, fresh made	0 32	0 33
Creamery prints, storage	0 28	0 29
Creamery solids, storage	0 27½	0 28
Dairy prints, choice	0 23	0 24
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—"We are now dependent entirely on U.S. for eggs," said one man on street to Canadian Grocer. Storage eggs are practically done and dealers are dependent on new laids from other side. The U.S. market is said to be fractionally firmer owing to extreme cold weather but only fractionally. Cost today of Chicago new laids is reported to be 31 cents delivered at Toronto and Ontario shippers need not expect more than one cent a dozen over this price. Easier prices have caused greater consumption and market is active. No change in prices is reported.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	0 36	0 38
Storage, selects	0 34	0 35
Storage, No. 1 stock	0 33	0 34
No. 2's	....	0 27
Splits	0 26	0 27

CHEESE.—No change in prices is reported this week, but market is if anything firmer than last. It is said that inquiries from U.S. continue to come in and as British market is said to be not overstocked easier prices need not be expected.

Cheese—		
Old, large	0 15	0 15¾
Old, twins	0 15½	0 16
New, large	0 15	0 15¼
New, twins	0 15¼	0 15½

HONEY.—No change in honey prices this week although market is said to be easy. Business in this line is quiet.

Clover, bbls., per lb.	0 09	0 09½
60, 30-lb. tins, per lb.	0 10	0 11
10, 5-lb. tins, per lb.	0 09½	0 10
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 25	2 50

POULTRY.—This market continues to grow quieter and though there is still a certain demand business is not brisk. Supplies are not large of course and there is not inclined to be much accumulation of stock.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	....—0 15	0 16—0 18
Fowl	0 11—0 13	0 14—0 16
Chickens, lb.	0 12—0 14	0 16—0 18
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

SITUATION WANTED

TEA SALESMAN DESIRES POSITION WITH wholesale or broker's establishment. Twenty years' experience, nine years with present firm. Excellent references. Box 37, Canadian Grocer.

WANTED

MILK WANTED—A REGULAR SUPPLY OF skim milk or surplus milk of any kind. Box 38, Canadian Grocer, Toronto.

The Name that Counts with the Buyers of Sugar is

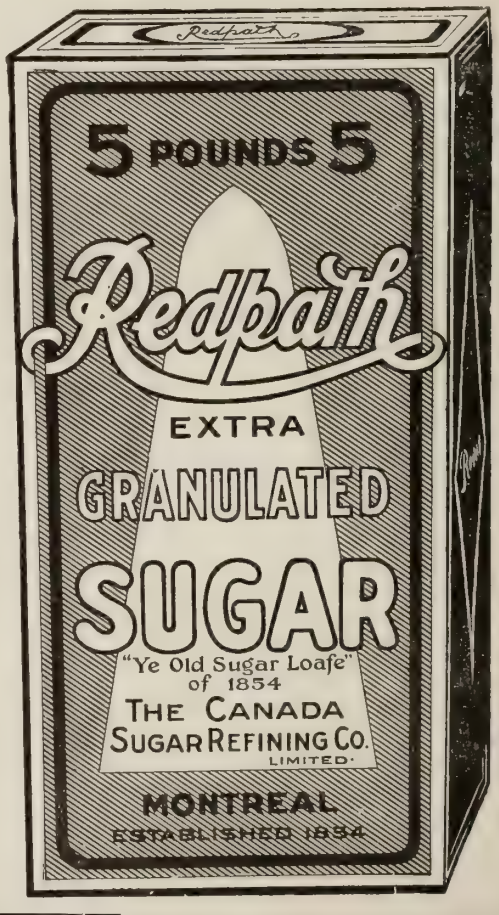
Redpath

Did you ever have a customer complain because you gave her REDPATH Sugar?

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Why not strengthen the confidence of your best customers by always giving them the genuine REDPATH in a form where it cannot be questioned—an original Bag or Carton?

Canada Sugar Refining Co.,
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MONTREAL



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Are you getting your **legitimate share** of the **increase** in the **Tea business** claimed by the Packet Tea Packers? Or is it going to the butcher, the baker, the confectioner, fruit dealer, etc., etc.?

Sell Blended Teas and **control** your own **trade.**

Your Tea business should be your most valuable **asset** and **Good-Will** in your business.

Wake up and handle teas that you can control.

Push your **Bulk Tea Trade.** Be perfectly certain that you get the right goods.

Are you **content being just one** of the **many** instead of **The Man?**

Selling Standard Blends means extra **Profit** and more **satisfaction** to your **customer.**

Our usual **Guarantee** goes with **every package.** If not perfectly **satisfactory** return at our **expense.**

We especially recommend our 40 cent



Star

English Breakfast Tea

Cost you 27 cents

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Coffee Roasters, Spice Millers and Tea Blenders to the Trade

TORONTO CANADA

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The housewife is constantly pondering over the high cost of living. Take advantage of this and increase your sales of rice every day. The profit on the volume you can sell will amply repay you for any effort put behind it, and into the bargain you will be making a greater friend of the consumer.

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RETAILERS:—

SEND YOUR ORDERS TO YOUR WHOLESALER. HE'LL FORWARD THEM IMMEDIATELY TO US, AND WE WILL, IN TURN,

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You can see the value of this policy. No extra handling expenses for the wholesaler, and no worry for you. Quicker service by the DIRECT ROUTE, and

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Mount Royal Milling & Mfg.Co.

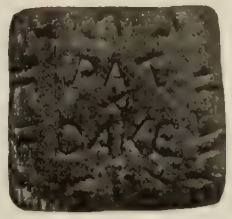
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The Connaught



A Princely Biscuit



Pat-a-Cake

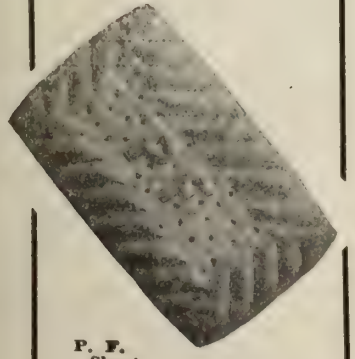
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Chocolate Sandwich



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P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal to-day to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal



Brunswick Brand Sea Foods

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "**BRUNSWICK BRAND**" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.
Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Victoria, B.C.



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SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—

No. 1, 1 lb., 4 doz.	$ 2 25
No. 1, 1 lb., 2 doz.	2 25
No. 3, 2½ oz., 4 doz.	0 45

In Tin Boxes—

No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
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BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 65

Marmalade.

Orange jelly	1 85
Green fig	2 25
Lemon	1 80
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 15
Black currant	0 13
Raspberry	0 13

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Steam Heated and Good Elevator Service.
Lowest rate of insurance. Trackage Facilities.
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Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

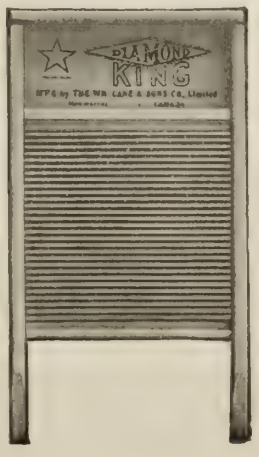
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and **pay an attractive profit.**

Among the 13 different styles and grades you will have one to **meet every demand.**

If you haven't our catalog on **"Cane's" Wash-day Woodenware,** we will be pleased to send you one.

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These Tobaccos are backed by extensive advertising

They make for quick and easy selling — the customers come in ready to buy.

"ROSE QUESNEL"

Smoking Tobacco — A really GOOD CANADIAN Smoking Tobacco. Sweet — Fragrant — Pure.

"KING GEORGE"

Navy Plug Chewing Tobacco — In a class by itself. Delicious and non-irritating.

Rock City Tobacco Co., Limited

QUEBEC





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Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	$4.50
Banner Condensed Milk, 4 doz. in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George, Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 51
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 60
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 8 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.
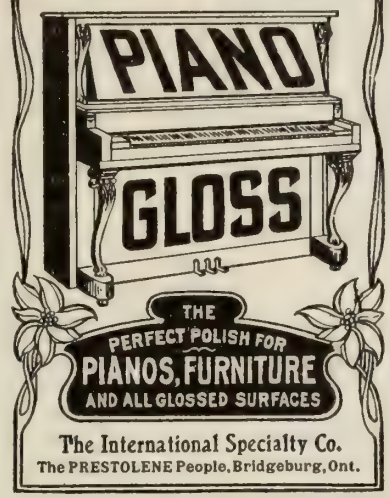
Owen Sound, Ontario

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene

(TRADE MARK)



The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

Note!

There is probably more money spent on the packing of "St. Nicholas" brand than any other extra fancy grade of Lemons put up in Sicily.

J. J. McCABE

Agent

Toronto, Ont.

THE NAME "FAIRBANK" MEANS SOAP SURETY

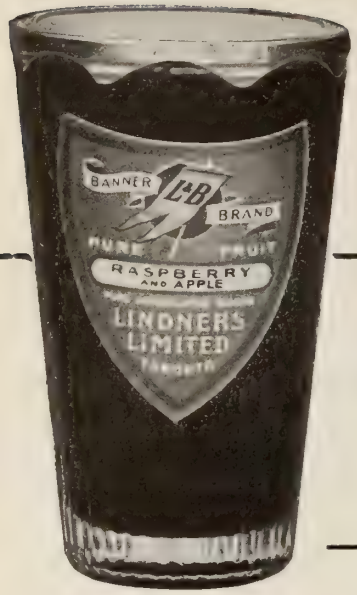


FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.
FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.
FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL



BANNER L&B BRAND

—PURE

The Jam that was pure long before Government food laws were inaugurated.

Ever since we began business we made PURE Fruit Jams, Jellies, Marmalades. Every jar or pail is plainly labelled, showing exact contents.

Only the choicest, fresh, ripe fruits, apple jelly and pure granulated sugar are used. It is made in a modern factory which is a model for cleanliness. If you have not yet featured our original tumbler container you are losing many good profits. It appeals to the thrifty housewives.

Order a few cases at once—each contains 2 dozen.

LINDNERS LIMITED

340 Dufferin St., TORONTO

Phone Parkdale 2985

REPRESENTATIVES:

Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick; W. H. Lyne Usher, Halifax, Nova Scotia and Prince Edward Island; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; Western office at Winnipeg.

5 oz. (all flavors) doz. 4 50
8 oz. (all flavors) doz. 6 50
16 oz. (all flavors) doz. 12 00
32 oz. (all flavors) doz. 22 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (2-qt. size), per doz. 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 80
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.
ANCHOR BRAND.

Ammonia Powder—"Anchor"	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25

Baking Powder—"Anchor"	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40

Chocolate—Unsweetened—"Anchor"	
10c cakes, boxes 2 doz.	0 90

Cocoa—"Anchor"	Per doz.
10c tins, cases 4 doz.	0 90

	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35

Coffee—"Anchor"	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32

Cream of Tartar—"Anchor"	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40

Custard Powders—"Anchor"	
10c pkgs., cases 3 doz.	0 90

Flavoring Extracts—"Anchor"	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00

Flour—Potato—"Anchor"	Per doz.
Cases 2 doz.	1 20

Icings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	0 90

Mustard, D.S.F.—"Anchor"	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 80

	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36

Rice, Special Grain—"Anchor"	Per doz.
Cases 2 and 4 dozen	0 90

Shaker Table Salt, free running, "Anchor" Brand.

	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

"GOLD MEDAL" ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" CEYLON TEA.

	Per lb.
30c black, green or mixed, ½ and 1 lb. pkgs.	0 25
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55

	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork. 50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown." 100 pts., case	9 00
St. Nicholas Champenoise Corks. 50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 60½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 80 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	8 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES.
BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 00
Champagne de Pomme, 24 p. Motts Golden Russett.	5 00
Sparkling Cider, 12 qts.	4 00

California Celery and Cauliflower

New Florida Cabbage

Yellow Onions in bags.

Spanish Onions in crates.

The above goods are all No. 1 quality.

Freshly arrived and moderately priced.

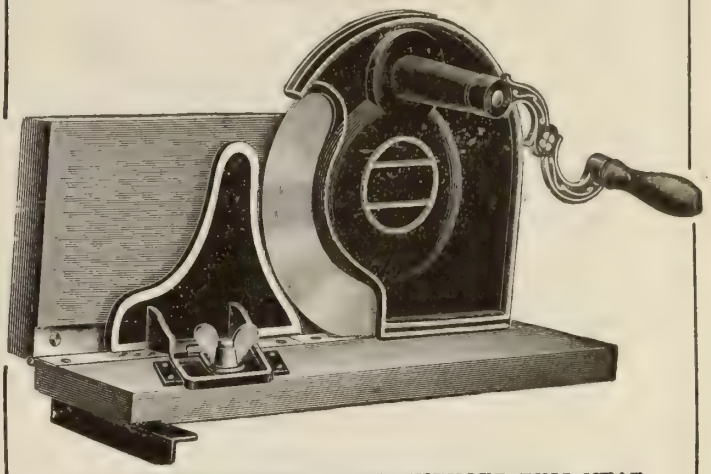
SEND IN YOUR ORDERS

White & Co., Ltd., Toronto

Wholesale Fruit and Fish

THE ROTUNDA

Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.

KINGSTON, ONTARIO, CANADA

AGENTS

KING OSCAR SARDINES



By Special Royal Permission

These zesty Norwegian Sardines hit the popular taste wherever they are introduced. Being widely advertised the dealer has little trouble in making the initial sale, and the first sale makes for more sales. The people enjoy the deliciousness.

Ask your wholesaler.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, - CANADA

Keep your bulk teas and coffees of uniform strength by using

KRAUT FANCY

Air-tight

Odor-proof

BAGS



These bags will retain the fine flavor and aroma of either tea or coffee for an indefinite period and will not allow foreign odors to permeate the contents. These bags with your name nicely printed give an individuality and exclusiveness to your store that packaged teas do not give. **Send for samples today. We can interest you.**

Adolph Kraut Co.

57 Warren St. **New York**

Facts speak for themselves

Over 500 cases more Lawrason's washing products were sold during January this year than the same month last year. A large demand is daily being created. Customers appreciate the economy and thorough cleansing qualities of the moderate-priced Lawrason lines.

The quality of Lawrason's Snowflake Ammonia is backed by a $500 guarantee that it equals in cleansing power any similar powder on the market selling for twice the price.

We are working a strong co-operative plan with both consumer and retailer which is creating still greater demand. The dealers who sell are getting the business.

Write for particulars of the co-operative plan.

Prices as follows:

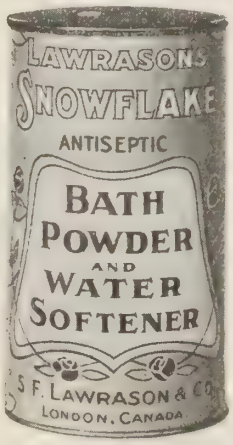
Snowflake Ammonia, 10c packets	$2.15
Snowflake Ammonia, 5c packets	1.35
P. L. M. Borax, 5c packets	1.35
Snowflake Washing Soda, 5c packets	1.35
Silk Soap Chips, per 100 lbs. (freight prepaid in 200-lb. lots.)	6.00
Snowflake Bath Powder and Water Softener, 1 case 12 25c packets	2.25

ORDER FROM YOUR WHOLESALERS.

S. F. Lawrason & Co.

LONDON, ONTARIO

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributer for Manitoba; J. W. Craig, 745 St. Catherine St. W., Montreal, distributer for Quebec.





Sparkling Cider, 24 pts..... 4 75
Sparkling Cider, 36 splits 4 90
Extra Fins, 100½ 16 00
Apple Vinegar, 12 qts..... 2 40
These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs...	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.....	14 50
Extra Fins, 100 ½ kilo, cs.....	15 00
Tres Fins, 100 ½ kilo, cs.....	13 50
Fins, 100 ½ kilo, cs.....	11 50
Mi Fins, 100 ½ kilo, cs.....	11 00
Moyens No. 1, 100 ½ kilo, cs....	10 00
Moyens o. 2, 100 ½ kilo, cs.....	9 50
Moyens No. 3, 100 ½ kilo, cs.....	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	**Gall.**
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case 5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¾
Tubs, 60 lbs.	0 10⅝
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 3 lbs., 20 to case.....	0 11¼
Cases, 5 lbs., 12 to case.....	0 11⅛
Cases, 10 lbs., 6 to case.....	0 11

F. O. B. Montreal.

MARMALADE
SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case).....	$1.90	$1.80
2 lb. glass (1 doz. case).....	3 20	3 30
4 lb. tin (1 doz. case).....	5 50	5 25
7 lb. tin (½ doz. case).....	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case).....	$1 60	$1 55
2 lb. glass (1 doz. case).....	2 80	2 70
4 lb. tin (1 doz. case).....	4 80	4 65
7 lb. tin (½ doz. case).....	7 75	7 50

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI
C. B. CATELLI CO., LIMITED.
Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each..	7½	7

Marguerite Brand.

Same assortment as above...	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose). .		5½
30 lb. cases, 1 lb. pkgs..... .		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.
Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case.....	7 6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs..... .	6

Terms, et 30 days.

JELLY POWDERS.
JELL-O.

Assorted case, contains 2 doz.....	1 80

Straight.

Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz.....	1 80
Strawberry contains 2 doz.....	1 80
Chocolate contains 2 doz.....	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.....	2 80

Straight.

Chocolate contains 2 doz.....	2 50
Vanilla contains 2 doz.....	2 80
Strawberry contains 2 doz.....	2 80
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz.....	2 80

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.
SNAP HAND CLEANER.

3 dozen to box	3 00
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 30
Five cases or more	4 95

STARCH.
THE CANADA STARCH CO., LTD.
EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamell (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 00
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch..	.06

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods & Co.
HAMILTON and WINNIPEG

"GOLDEN ORANGE"
Brand

California Navel Oranges
All Sizes

Nothing Better Grown or Packed

Marmalade Oranges
Buster Brown Brand

Sizes 160s and 200s. Very fine quality

EXTRA FANCY GRAPE FRUIT
Sizes 54s, 64s and 80s

Prices All Very Reasonable

HUGH WALKER & SON
GUELPH and NORTH BAY

BACON

There is no other Brand of Bacon quite so good as Fearman's "Star Brand" English Bacon. We have other lines of Smoked at lower prices. Have you tried our Boneless Smoked Rolls?

They are sugar-cured, mild and very reasonable in price.

F. W. FEARMAN CO., Limited
Hamilton, Ont.
ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

Order at once from your jobber, and if he cannot supply you,—then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.
Limited
Hamilton, Ontario
Sales Dept. at St. Catharines.

Investigate the features of the Elgin National Coffee Mills before buying

A few turns of an Elgin grinds a pound of coffee, there is no expense to operate and it is of lifetime durability.

Fitted with special adjuster and new force-feed, steel-cutting grinders, runs easily and grinds perfectly. The adjusting device on the Elgin mills permits of regulating for fine or coarse grinding while the mill is running.

All the latest designs and improvements are embodied in the Elgin Coffee Mill, being the result of over 30 years' experience.

Thousands of the best Grocers in Canada and the States use the Elgin.

Write for our new catalog to any of the following wholesalers.

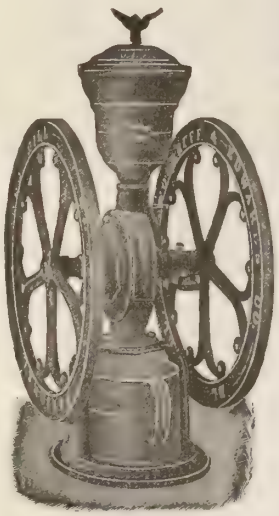
Made by

Woodruff & Edwards Co.

Elgin, Ill., U.S.A.

AGENTS:

MONTREAL—The Canadian Fairbanks Co. (and branches).
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).
REGINA, Sask. — Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, Alta.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas Co., Ltd.; Empress Manufacturing Co.



No. 40



No. 35

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key,
6-lb. toy drum, with drumsticks,
8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containg 45 cartons, epr case 3 00
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 3-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.
THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 5½
Half barrels, 350 lbs..... 5¾
Quarter barrels, 175 lbs. 6
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 00
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.
PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 25
Cases of 3 doz. ½-pints.....	2 25

STOVE POLISH.
JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 50

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan.....	3 85
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser.....	1 13

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's.....	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	50
Old Fox, 6 lb. boxes	60
Pay Roll Bars, 7½s	50
Pay Roll, 7s	50
War Horse, 6s	43
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	50
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West	
Pouches, 8s	30
Regal Cube Cut, 8s	70

TEAS.
THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R'tail
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.70

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 21
Orange Label, 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s	0 25
Brown Label ¼s	0 26
Green Label 1s and ½s	0 28
Red Label ½s	0 40

Soap Sense

is a sense very much akin to common-sense which comes to a grocer after a while and tells him his best interests are served by handling only soaps whose quality and purity are known and proved. Such a soap is

Wonderful SOAP

which will establish confidence and build up your general connection. The public is getting wise and will rather pay a little more for a good article than pay through the nose for premiums. We sell the good article and offer no premiums.

Send for quotations

THE GUELPH SOAP COMPANY
GUELPH ONTARIO

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

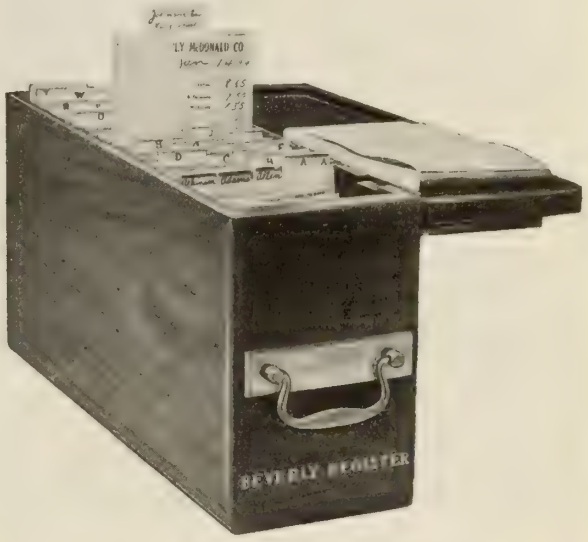
FRESH FISH FROZEN FISH
SMOKED FISH SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

Book-Keeping in its simplest garb

All the frills and spangles are eliminated —all the unnecessary handling—all the waste of time go overboard when this new and improved account register enters your store, Mr. Grocer. Here we introduce



The New BEVERLY Account Register

The result of over quarter of a century of practical experience selling groceries and keeping accounts—the simplest and most convenient method for grocers, large and small, to handle their accounts.

A "200 Account Beverly" register measures only 16 x 9 inches by 7 inches high, and will fit into a No. 2 Taylor safe away from all danger of fire. The leaves are made of Aluminum, and the whole register, when filled, is light, and may be carried under the arm with perfect ease.

The "Beverly" represents book-keeping in its simplest and most accurate and systematic form.

Get in touch with us now. We make registers to meet all requirements.

The Beverly Register Co.
PICTON, ONT.

Don't let your pickle business lag



—just stock and display Rowat's —the pickles that are always selling.

ROWAT & CO.
Glasgow - Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Don't Overlook a Good Quality Trade



People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to cinch their business. It's the quality that is unequalled. *Try a stock.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

Sterling BRAND



A distinctive catsup in a distinctive bottle

a popular price

Display "Sterling Catsup" in your windows. Put an attractive display of Sterling Catsup on your counters. Get it out where it can be seen.

Tell your customers about this distinctive catsup—this high-grade catsup at a popular price.

Tell your customers about the care we exercise to guard its purity. How we gather the best tomatoes fresh from the vines. How it is prepared and bottled by automatic machinery without the use of coloring matter.

Push Sterling Brand Catsup to-day.

Its delicious flavor will take care of to-morrow's sales.

The T. A. LYTLE CO., Limited

STERLING ROAD, TORONTO

Buyers' Guide

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

FRUIT PULPS

OF ALL KINDS
FRESH BITTER ORANGES and LEMONS
PEELS IN BRINE.
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

A want ad. in this paper will bring replies from all parts of Canada.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

ALLISON COUPON BOOKS

When a man wants credit, give him an **Allison Coupon Book**, and have him sign form at front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



Allison Coupon Books cost but a trifle, and save what they cost many times over. You CAN run a credit business without them, of course, but you CAN'T AFFORD it. For sale by the jobbing trade everywhere. Manufactured exclusively by

ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

COMTE'S

Satisfaction and profits with every sale.
We want more agents. Write
Augustin Comte & Co.,
Limited, P. O. Box 2963, MONTREAL
COFFEES

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

HEADQUARTERS FOR
MAPLE FLAVOR
bulk only
Thomas Henderson, Manufacturing Chemist.
86 Fulton St. NEW YORK

EGG FILLERS

12-DOZ. EGG CASES
The Trent Mfg. Co., Limited
Trenton, Ontario, Canada

MACKINTOSH'S TOFFEE

Made in Halifax, England
"THE TOFFEE THAT SELLS"
FINCH'S PATENT FLY TAPE
For Season 1914. Agents Wanted. Write—
Edward Kidd & Co. 1090 Hamilton St. Vancouver, B.C.

MAUREL & DUNAN

Established 1872
Specialize in BEST QUALITY OLIVE OIL
For Table use First Class Agents Required
Address NICE, FRANCE
Cables Maurel-Dunan Nice



TANGLEFOOT

The Sanitary Fly Destroyer—Non-Poisonous

Gets **50,000,000,000** flies a year—vastly more than all other means combined. Poisons are dangerous.

HOLLAND RUSK

a food product for all seasons. It will please your customers and build a profitable trade for you.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



Pascall's

ENGLISH
Confectionery and Chocolates

Quality: The Purest and Best
Variety: The Largest
Prices: Right

AGENTS:

Ontario and Quebec: Charles H. Cole, 122 Wellington W., Toronto; 315 Lindsay Bldg., Montreal, P.Q.
Winnipeg: Ruttan, Alderson & Lound, Ltd., Fort Garry Court.
Vancouver, B.C.: C. & J. Jones.
Maritime Provinces: Angevine & McLauchlin, St. John, N.B.; Truro, N.S.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c, for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

NOVA SCOTIA — COLLECTIONS MADE throughout Province. Owen and Owen, barristers, Annapolis Royal.

BUSINESS CHANCES

GROCERY BUSINESS, BERLIN, ONT. — Death of owner compels quick sale of stock, fixtures, etc., of fine business in first-class running order. No better location in city. Write E. B. Betzner, Berlin, Ont.

SITUATION WANTED

WANTED TO HEAR FROM OWNER OF good grocery or meat market for sale. State full particulars. Western Sales Agency, Minneapolis, Minn.

GROCERY CLERK, AGE 34, MARRIED, NO family, abstainer and non-smoker, with life experience of the trade in Old Country, and at present clerk in hardware, is open for situation in good store. Not afraid of work. Good references. Apply, stating wages, to Frank Smith, Sinclair, Man.

You can talk across the Continent for two cents per word with a want ad. in this paper.



Getting Things Right.

Young housekeepers of little experience often ask their favorite grocers for the *best* coffee, the *best* tea, the *best* thing for dessert, and other best things, and the best grocers give them exactly what they want, because it is best to do so.

How many grocers are there, who, being asked for the best dessert preparation, would furnish anything but

JELL-O

The high quality and low price of Jell-O adapt it to every class of trade, which accounts for the fact that "America's most famous dessert" is as popular in stores where it is sold as in homes where it is made up into delicious desserts.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

ESTABLISHED 1849

BRADSTREET'S

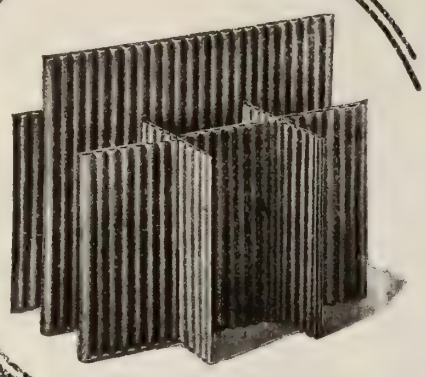
Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO



Corrugated Partition Packing

FOR THE SHIPMENT OF BOTTLES, ETC.

The old-time saw-dust method of packing bottles, jars, etc., is fast becoming extinct in the best preserving and canning factories. The corrugated paper partition packing is the best insurance against breakage, allows of easier packing, saves labor and muss for both the shipper and the consignee.

T. & N. Corrugated Boxes are used for all kinds of shipping. Send a sample case at our expense and we will return it to you packed in our goods.

T&N

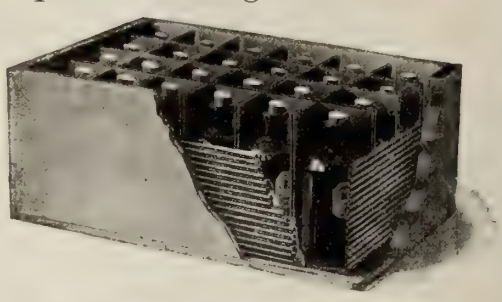
The Thompson & Norris Co.
of Canada, Limited
Niagara Falls, Ontario

Send further particulars :

Name .....

Address .....

C.G.



The Thompson & Norris Co. *of* Canada *Limited*

NIAGARA FALLS, ONTARIO

BROOKLYN, N.Y. BOSTON, MASS. BROOKVILLE, IND. LONDON, ENGLAND JÜLICH, GERMANY

PURITY — FLAVOR — STRENGTH

In Dickeson's Tea you have all the good qualities which make a popular, quick-selling tea. The goodness of this famous English-blended tea, combined with forceful, appealing advertising cannot fail to bring excellent results to the grocer. Here is one of the best selling lines you could ever wish to handle! Remember—

NOW'S THE TIME TO STOCK UP!

DICKESON'S TEA

"The Beverage of the Old Country."

Write to any of these

Canadian Agents

Toronto—Fredk. E. Robson & Co

Hamilton—C. G. Walker & Co.

Ottawa—H. N. Bate & Sons, Ltd.

Windsor—G. Clair Bliss, Detroit, Mich.



Write to any of these

Canadian Agents

London—R. Donaghy.

St. John, N.B. — E. T. Sturdee.

Quebec, Que.—A. Francois Turcotte.

Winnipeg, Man.—W. Lloyd Lock & Co.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 60
Anglo-B.C. Packing Co., Ltd 9

B

Balfour-Smye & Co. 7
Barr Register 4
Beard, D. 16
Beauchamp, Claude 17
Benedict, F. L. 60
Beverley Register Co. 57
Bickle, J. W. & Greening... 53
Borden Milk Co. 3
Bowser & Co., S. F. 8
Bradstreet's 61
Breault & Gill 7

C

Campbell Brokerage Co. 16
Campbell Bros. & Wilson, Ltd
Inside front cover
Canada Starch Co. 22
Canada Sugar Co. 44
Canadian Fishing Co., Ltd.. 57
Cane & Son, Wm. 49
Carr & Co. 58
Clark, Ltd., W 11
Cleave & Son, Ltd. 13
Celos Mfg. Co. 12
Comte's Coffee 60
Connors Bros. 48
Cornish, E. O. 16
Corneille, David, & Co. 4

D

Davenport Mfg. Co. 11
Dickeson & Co., R. 62
Dominion Canners, Ltd. 5
Dominion Register Co., Ltd. 15
Dominion Molasses .....
Inside back cover

E

Eby-Blain, Ltd. 45
Emerson, Bamford & Co. ... 60
Escott & Co., W. H. 16
Estabrooke Co. 18
Eureka Refrigerator Co. 19

F

Fairbank Co., The N. K..... 51
Fearman, F. W., Co. 55
Fenwick, Hendry & Co. 53
Forbes & Nadeau 7
Furuya & Nishimura 6

G

Genesee Pure Food Co..... 61
Gorman, Eckert & Co. 6
Guelph Soap Co. 57

H

Hamblin, Brereton Co. 16
Heinz Co., H. J. 8
Henderson, Thomas 60
Hillock & Co. John 18
Hobart Mfg. Co. 12
Holland Rusk Co. 60

I

Imperial Extract Co. 15
International Specialties, Ltd 51
Irish Grocer 60
Island Lead Mills 18

J

Jackson & Sons, T. S. 13

K

Kessel Co., F. 60
Kidd & Co. 60
Kirkwood & Sons 19
Kraut, Adolph 53

L

Lambe & Co., W. G. A.... . 16
Lake of the Woods Milling Co. .....Back cover
Laporte, Martin, Limited ... 63
Lawrason Co. 54
Leadlay, Ltd. 16
Leeuw, Henri de 16 20
Leitch Bros. Flour Mills, Ltd. 8
Lemon Bros. 51
Lindners, Limited 52
Lothian & Co., W. B..... 17
Lytle & Co., T. A. 59

M

MacNab, T. A., & Co. 17
McCabe, J. J. 51
McLaren, W. D. 14
McVitie & Price 59
Magor, Son & Co. 22
Malcolm & Son, Jno..... 50
Mason & Hickey 19
Mathieu & Co., J. L. 17
Maurel & Dunann 60
Millman, W. H., & Sons 16
Minto Bros. 13
Morrow & Co. 16
Mott, John P., & Co. 50
Mount Royal Milling Co..... 36

N

Nicholson & Bain 49

O

Oakey & Sons, John 17
Oriental Produce Co. 7

P

Pascall's 60
Paterson & Sons, R. 59
Patrick & Co., W. G. 16
Peek, Frean & Co. 47
Pennock, H. P., & Co., Ltd... 16
Perrin & Co., Ltd., D. S... 2

R

Reckitt's (Oversea), Ltd. ...
Front cover
Renfrew Machinery Co. 12
Rennie, Wm. 18
Rock City Tobacco Co. 49
Rowat & Co. 58
Ruttan & Chipman 16

S

St. Lawrence Sugar Refining Co. 4
Salada Tea Co. 21
Sanitary Can Co. 58
Simpson Produce Co. 16
Smith & Proctor 6
Smith & Son, E. D. 3
Snap Co. 13
Spurgeon, H. G. 16
Stanway & Co. 16
Stuhr, C. F. 17
Swedish Steel Importing Co. 10
Symington & Co., W. 6

T

Tanglefoot 60
Thompson & Norris 62
Thum Co., O. & W. 60
Tippet, Arthur P., & Co..... 1
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited 9

U

Upton Co., The T. 55

W

Walker Bin & Store Fixture Co. 20
Walker, Hugh, & Son 55
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Wethey, J. H., & Co. 55
White & Co. 53
White Swan Spices & Cereals, Ltd. 21
Wiley, F. H. 16
Woodruff & Edwards 56
Woods & Co., Walter 55

Z

Zip Mfg. Co. 7

SALMON

Goods in this list are of the best possible quality and especially packed for High-Class Trade. They are not only splendid value for the public, but at the same time allow you a better margin of profit than similar brands.

"VICTORIA" Brand, 1 lb. tall, specially recommended.
"SOVEREIGN" Brand, 1 lb. tall.
"TRIANGLE" Brand, 1 lb. tall.
"CANOE" Brand, 1 lb. tall.
"SUN DIAL" Brand, 1 lb. tall.
"UNITED SERVICE" Brand, 1 lb. tall.
"RAINBOW" Brand, 1 lb. tall.

Always in stock, "Clover Leaf," in 1 lb. talls and flats, and ½ lb. flats.

Imported and Canadian Sardines

IMPORTED

"Godillot," in ½ tins
"Le Pilote," in ¼ tins
"Briand," in ¼ tins
"Petit Caporal," in ¼ tins
"Olga," in ¼ tins
"La Tosca," in ¼ tins
"Maquereaux," in ¼ tins
"Antoinette," in ¼ tins
"White Bear," in ¼ tins
"Princess," in ¼ tins
"White Bear," in ½ tins
"Regatta," in ¼ tins
"World," in ¼ tins
"Tornado," in ¼ tins
"Albert," in ¼ tins

CANADIAN

Brunswick MacDonald Balaklava
In ¼ tins.

Superior quality for the lowest prices.

Write for quotations.

Laporte, Martin, Limitee
568 St. Paul Street,
MONTREAL, QUE.
Tel. Main 3766.

1914 belongs to the most progressive

The Canadian banks are in funds again, the latest reports are excellent. Liquidation has shaken down inflated prices. Retail grocers have kept their stocks down to a safe level and a favorable Spring will mean active but discriminating buying.

The progressive manufacturer will seize this opportunity of **attracting the interest of the retail trade now** in anticipation of the lively buying that a mild winter and early spring will ensure.

The retail trade are studying the advertising pages of Canadian Grocer now for favorable Spring offerings.

What have you got for them?

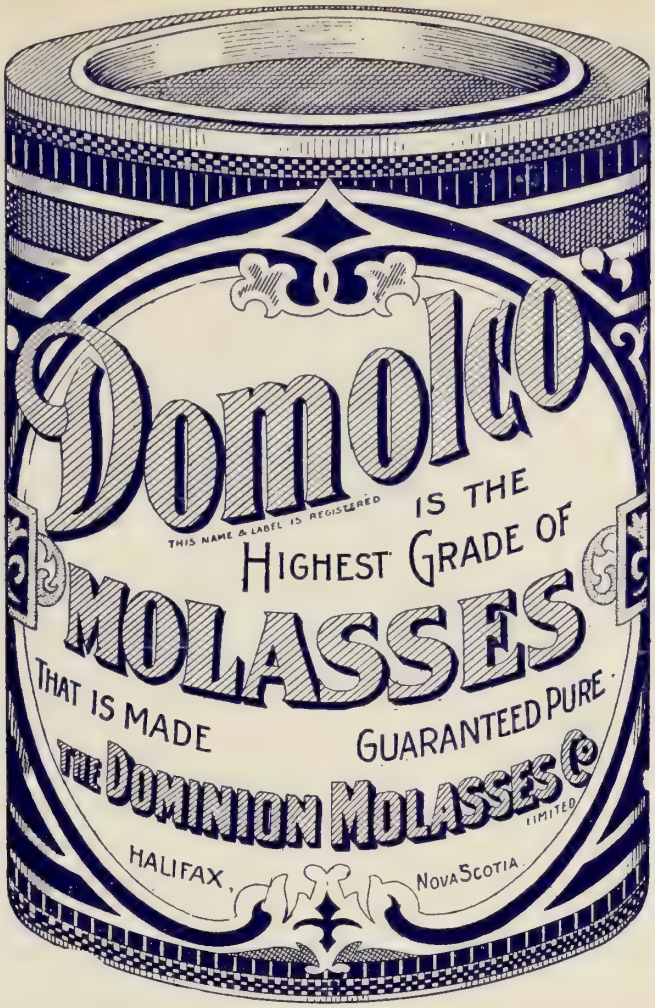
In preparing your advertisements, consult our advertising service department. You supply the attractive values. We will put them in pleasing shape.

Get your share of this 1914 business that will go to the leaders.

Write us for particulars now

CANADIAN GROCER

Publication Office
143 UNIVERSITY AVE., TORONTO



More "DOMOLCO," Please—

That's the molasses call that is heard from every side. It's the call at the family table, it's the call at grocery store (where handled). This demand for "Domolco" is "profit music" to the dealer's ear.

DOMOLCO

is the highest grade sugar-cane molasses that is made and is guaranteed PURE. Every package bearing this registered label contains the acme of molasses perfection.

Domolco is the table delicacy of the masses—every progressive dealer should handle.

THE Dominion Molasses Co., LTD.
HALIFAX, N.S.

—because it speeds up your turnover

Since there's no velvet worth while in individual sales
Since it is volume alone that carries the profit—
Since it is *the dollar turned over and over again* that counts in the retailing of flour—
Why don't you speed up *your* turnover?
Why don't YOU concentrate on FIVE ROSES flour?



Only by sheer quality and unvarying satisfaction can a flour sow the seed of a re-order.

Which explains why FIVE ROSES without a break in the current of steady sales safeguards the *individual* profits—those small but essential profits that accumulate to a satisfactory total.

The sale of FIVE ROSES becomes not only more frequent, but practically *automatic*—

And this because each actual customer becomes a source of ceaseless revenue—an inspiration to buyers of inferior flour—an encouragement even to themselves to use *more* flour.

While reaching out for more, FIVE ROSES can hold its own, unlike cheap flours that *must* constantly seek new trade, having failed in their purpose.

Would YOU earn a larger percentage of income on your investment—would you speed up YOUR turnover?

Then concentrate on a flour that will work *for* you and not *against* you.

Ask your jobber or write nearest office.

LAKE OF THE WOODS MILLING CO., LIMITED

Toronto
Ottawa
London

"The House of Character"
MONTREAL

St. John
Winnipeg
Vancouver

FIVE ROSES FLOUR
Not Bleached—Not Blended
Daily Capacity - 11,500 bbls.

THIS IS THE 1,367th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 20, 1914. No. 8

Stock

FOREST & STREAM

TOBACCO



display it on your counters and in your windows—feature it in your tobacco department—and thus connect up your store with the fastest selling smoking tobacco in the country.

"FOREST and STREAM"
TOBACCO

in the handy 10c tins

Will add a lot of profit that you are not making now.

HANDLED BY ALL THE WHOLESALE TRADE

IN THIS ISSUE—REPORT OF B. C. MERCHANTS' CONVENTION

Remind the Men

that you handle their favorite tobaccos — "TUCKETT'S ORINOCO," "T & B Myrtle Cut" and Tuckett's "Our Seal". With these three lines in your tobacco case you will please the majority of the men in your town and get them coming to your store. Remind the men by keeping your stock prominently displayed.

Your Wholesaler Carries Tuckett's.



Tuckett's Orinoco



Tucketts Limited
Hamilton, Ont.



Stock Brand's Sauces now— good sellers during Lent

Brand's A1 and Worcestershire Sauces make a most excellent combination with fish foods. They help the appetite and make every meal a delight. Brand's A1 Sauce is made from an old English recipe that defies any maker to produce just that snappy, piquant flavor.

Every ingredient in the composure of these Sauces is of the very highest quality.

Get a Stock now and boost sales.

By appointment to his Majesty King George V.
—Purveyors to H.M. the late King Edward VII.

BRAND & CO., LIMITED

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East - - - TORONTO
H. HUBBARD, 27 Common St., - - - - - - MONTREAL
McLEOD & CLARKSON, - - - - - - - - VANCOUVER
LEADLAY, Limited, 332 Bannatyne Ave., - - WINNIPEG
NICHOLSON & BAIN, - - - REGINA, SASKATOON
HOLLOWAY & REID, - - - - - - - - EDMONTON
A. J. MACDONNELL & CO., - - - - - - - CALGARY

LENT

Starts in two weeks—order your fish supply now.

Buyers of quality have a particular desire for Thistle Brand fish—they serve the appetite with such delicious satisfaction.

Canned Where Caught

The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught—at the water side. How better could you preserve the natural and delicate flavor of the fish? IMPOSSIBLE.

THERE IS NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish curer in the country is at stake under the label of "Thistle" Brand.

Buy it and you buy the best.

Arthur P. Tippet & Co.

Agents

Montreal **Toronto**

Actual Photo of Perrin's Dairy Cream Sodas



Actual Photo of Box

Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA

100% PURE

E. D. S. reputation is built on the purity of their fruit products—**Jams, Jellies, Marmalades, Preserves, etc.** They positively do not contain any glucose or preservatives.

This statement is backed by the Government inspector of foods. See Bulletin No. 244. You will find the "Genuine" stamp after E. D. S. Products.

E. D. S. lines are the most satisfactory sellers. Being attractively labelled they make effective window and counter displays.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.



BORDEN'S



"EAGLE BRAND"

Condensed Milk is the unrivalled leader of quality in milk products. Highly recommended by physicians. Ideal for infant feeding and for table use.

"ST. CHARLES BRAND"

a perfect **Evaporated Milk**, unsweetened. For all cooking and baking purposes. Can be beaten to a froth. Satisfies the most particular.

"REINDEER BRAND"

Cocoa or **Coffee**, a combination of pure, full cream milk, pure sugar and best coffee or cocoa.
Your patrons will appreciate the deliciousness and convenience of these beverages.
Always keep a good stock on hand.

Borden Milk Co., Limited

"Leaders of quality"
MONTREAL
Branch office: No. 2 Arcade Bldg.
Vancouver, B.C.

Make yours a neat, attractive, trade-pulling store with "Walker Bin" Fixtures

Get the most out of your store space. Don't make customers wade through an unsightly mass of boxes, baskets, etc., piled round on the floor. Make shopping a pleasure for your patrons—display your goods scientifically, get the most out of your display space. A "Walker Bin" System will save 25% of your floor space, improve your service 100%, and make selling a real pleasure. It pays for itself in a short time.
We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

Walker Bin & Store Fixture Co.
LIMITED
Berlin, Ont.

REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty, Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS



Store of J. E. B. Wilkinson, Saskatoon, Sask.

We aim to satisfy every grocer in the Canadian West

We are wholesale grocers and importers

ROYAL SHIELD BRAND OF GOODS

Every point in the Canadian West from Port Arthur to the Rockies comes under the Royal Shield Service. We carry a full range of groceries, all of which are imported direct, or manufactured by us. We guarantee perfect satisfaction in values and service. Let us have your next order to prove our statement.

Campbell Bros. & Wilson, Ltd.
WINNIPEG

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON & LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA



The SELLING POWER *of* SCIENTIFIC DISPLAY :

NOTE the prominence given to Canned Goods in the displays of this store interior. Wherever you look you see them, almost on every counter or shelf. The idea of stacking tins around the pillars is a particularly good one, and should be made use of wherever possible.

Successful dealers appreciate the value of good displays and many hundreds are at the present time taking advantage of the low prices on Canned Vegetables. They are stocking the high quality **Dominion Canners'** products and are making extensive displays. Customers are enjoying the deliciousness and economy of these lines and are buying in large quantities.

If you would share in the good profits and sales of the **Dominion Canner** lines, delay no longer. Put up a few good displays, both in interior and in your window. You will find an immediate response in sales. Order from your wholesaler.



Always keep your stock well up in "Simcoe" Baked Beans.

Dominion Canners Limited

HAMILTON, ONT.

JAPAN TEAS

Furuya & Nishimura



SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.





Encourage the housewife to do her own laundry work.

By doing so, you widen your market for the better grades of soaps, bluing, borax, washing powders and Chinese Starch.

Sell her

CHINESE STARCH

and make her ironing easier and more satisfactory in every way.

Chinese Starch is prepared ready for use, requiring only the addition of water.

Chinese Starch is the only starch containing two oils, —one imparts a delicate perfume; the other keeps the iron from sticking.

We prepay freight on orders for two cases or more.

OCEAN MILLS, MONTREAL

DA COSTA & CO.'S BRAND

Extra Fancy Barbados

Molasses

The standard of quality.

Remember the satisfaction it has always given you.

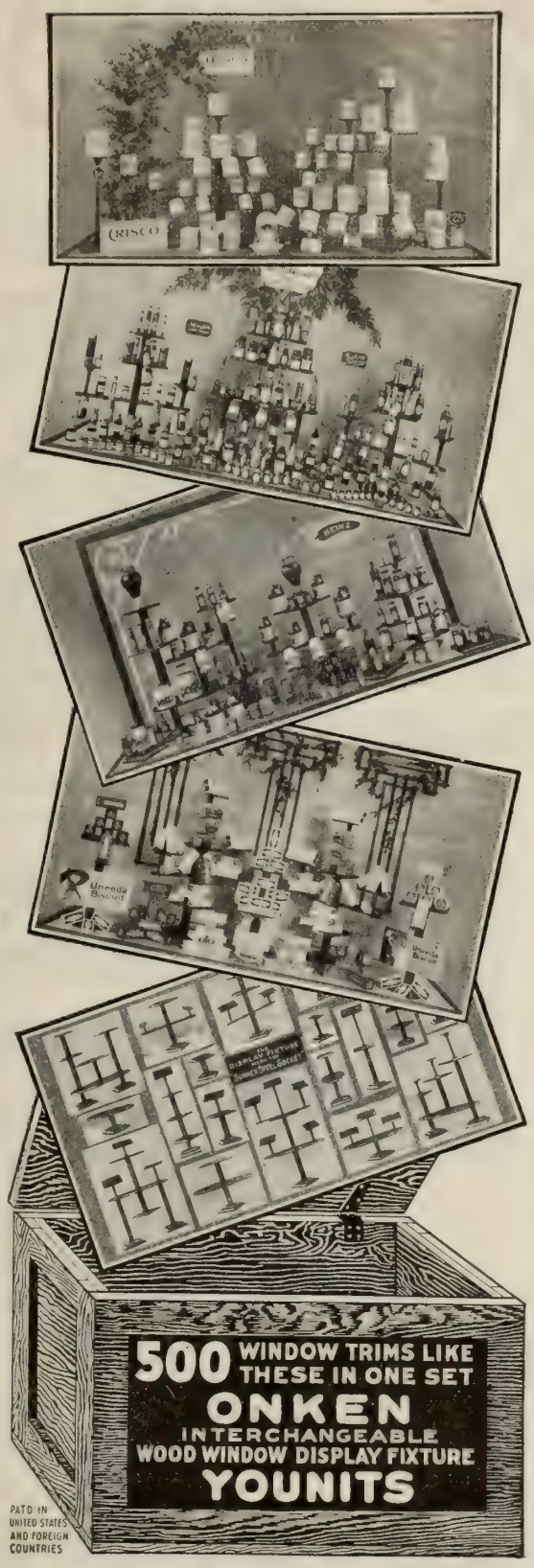
Ask your wholesaler for DA COSTA and take no other.

OUR NEW CONSTRUCTION—THE FIXTURE WITH THE "SUNKEN STEEL SOCKET." THERE ARE NO SCREWS SCREWING INTO WOOD

Make Your Show Windows Pay Your Rent

Many Sales are made from the Sidewalk

This particular set of Interchangeable Window Fixtures will make the finest of Window Trims—will display your merchandise to a "Selling Point," will give you snappy trims which will attract local and transient trade. This set affords quick and frequent changes.



The Storage Chest. The 89 YOUNITS that make up this set are put up in A HARDWOOD, HINGED LID STORAGE CHEST (oiled finish). A good place to keep any part of the set that is not being used.

Read further about this wonderful

Set for Grocers

Hundreds of Trims. With this set over 500 original trade-pulling window trims can be made and at no time making any two alike, besides hundreds of standard and odd window fixtures can also be made.

Can't Wear Out. ONKEN YOUNITS are now made so they cannot show any wear. The NEW construction, the "Sunken Steel Socket," takes the place of the old construction. There are now NO Screws Screwing Into Wood. They will now last for many years. The construction is sturdy and high-grade throughout. Simplicity in detail is the principle.

A Book of Window Trims Included. A large, beautiful book of many captivating trims made with this set will be sent FREE with this set. This book is a help to any window trimmer.

Made of Oak. The entire set is made of thoroughly Kiln Dried Oak, the metal parts of cold rolled steel, each YOUNIT is accurately machined to fit right and made interchangeable.

Our Guarantee. We guarantee to replace this set FREE of CHARGE any time within one year if it proves defective in any way through construction or parts not fitting satisfactorily.

Our Standard Finishes. We will ship this set in either Weathered, Golden or Antique Oak, all in a soft, mellow wax non-scratchable finish.

Window trimming becomes easy with a set of these fixtures to help you. You will never be taxed about "what kind of a trim to make next."

Price for the Full Set No. 20 $35.00 NET

F. O. B. Hamilton, Ont., Canada

Order thru your JOBBER OR DIRECT

THE OSCAR ONKEN CO.

No. 481 W. 4th Street Cincinnati, O., U.S.A.

Quick Shipments. Address All Correspondence to Cincinnati. Send for Younit Catalog.

Stock carried in CANADA, ENGLAND and AUSTRALIA





FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wide-awake dealer.



ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN
ST. VINCENT, B.W.I.

Century SALT

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care.

Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.



Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills,
Limited
Oak Lake, Manitoba

British Columbia
COHOE
SALMON

"WALRUS" BRAND



The Kind

Your Customers

Come Back For.



Anglo-British Columbia Packing Co., Ltd.
H. BELL-IRVING & CO., Ltd., Agents
VANCOUVER, B.C.

Cleave's
DEVONSHIRE CREAM
Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good
ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents
FRANK DAVY & CO., 6 St. Sacrament St., Montreal

Any of these firms will supply you

Continental Germ-Proof Grocery Bags

Reinforced Automatic Opening, Square bottoms.

Guaranteed by the manufacturer



DISTRIBUTORS:

ONTARIO—The Continental Bag & Paper Co., Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright, Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

MARMALADE

The season is at its height and oranges are cheap. Do not let your customers spoil their Marmalade with poor sugar.

St. Lawrence Granulated

100% PURE CANE. The best sugar made

Hold your tea order till our traveller calls

We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.

When you sell a customer unknown brands of coffee you have to make the whole sale.

Chase & Sanborn's COFFEES

are half sold when you put them on your shelves.

CHASE & SANBORN
MONTREAL

CLARK'S
OX and LUNCH TONGUES

are a high-class delicacy and the annual supply is NONE TOO PLENTIFUL.

CLARK'S

are prepared from the most carefully selected tongues, delicately cured and cooked to perfection.

YOU WILL BE WELL ADVISED IF YOU BUY NOW

Clark's Pork and Beans



Keep Well Ahead
Of All
Competitors



W. CLARK LIMITED, MONTREAL

The Brantford
SHOWALL
Window Fixtures
beat the world
for grocery selling
WRITE NOW FOR MEASUREMENT
FORM & FULL PARTICULARS
Brantford Showall Window
Fitting Co
BRANTFORD ONTARIO

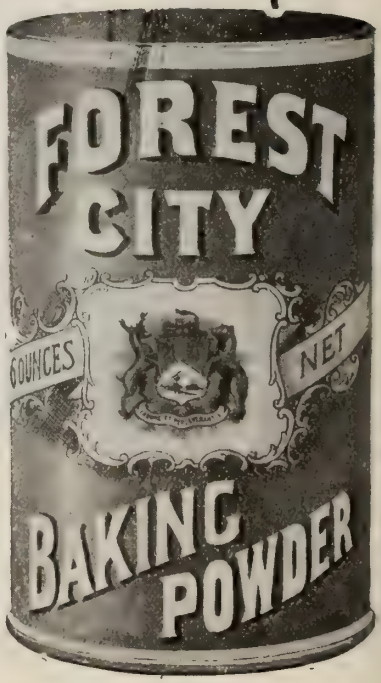
See full page advertisement, page 181, October 10th issue.

SYMINGTON'S
SOUPS
are
just ideal where
nourishment and
warmth and ease of
preparation are valued.
Contents of one packet make a quart of rich, nourishing soup, a plateful of which, with bread, offers a delicious, sustaining meal
There are eleven varieties—each distinctive, each delightful
Mulligatawny, Scotch Broth, White Vegetable, Lentil, Pea, Tomato, Ox Tail, Green Pea, Celery, Onion, Mock Turtle
Agents:
F.E. ROBSON & CO.
25 Front St. E.
Toronto

Parowax
(Pure Refined Paraffine)
Wins You a Steady Trade
because it gives satisfaction. It builds up repeat orders and is a quick mover.
Satisfied housewives everywhere use Parowax. They just add it to the soap in the washing, and the beautiful cleanliness that results without rubbing and scrubbing makes it a splendid seller.
Parowax is also in wide demand for sealing jellies and preserves. It makes an absolutely air-tight, mold-proof seal.
Parowax is put up in 1/4 lb. cakes, packed 4 in a carton; 20, 40 or 100 cartons in a case.
THE IMPERIAL OIL COMPANY, Limited
Toronto Montreal Winnipeg Vancouver
Ottawa Quebec Calgary Edmonton
Halifax St. John Regina Saskatoon



That's what counts—
It's the housewife's verdict. When the baking is good—light, fine grained and tasty the housewife is pleased and so are all the rest. It means that the grocer who sold the good baking powder — Forest City, is going to get their steady patronage for baking powder, as well as for other lines.
Forest City Baking Powder is a home favorite. Stock it today.
Gorman, Eckert & Co.,
London, - Ont.
Western Selling Agents:
MASON & HICKEY,
Winnipeg, - Man.

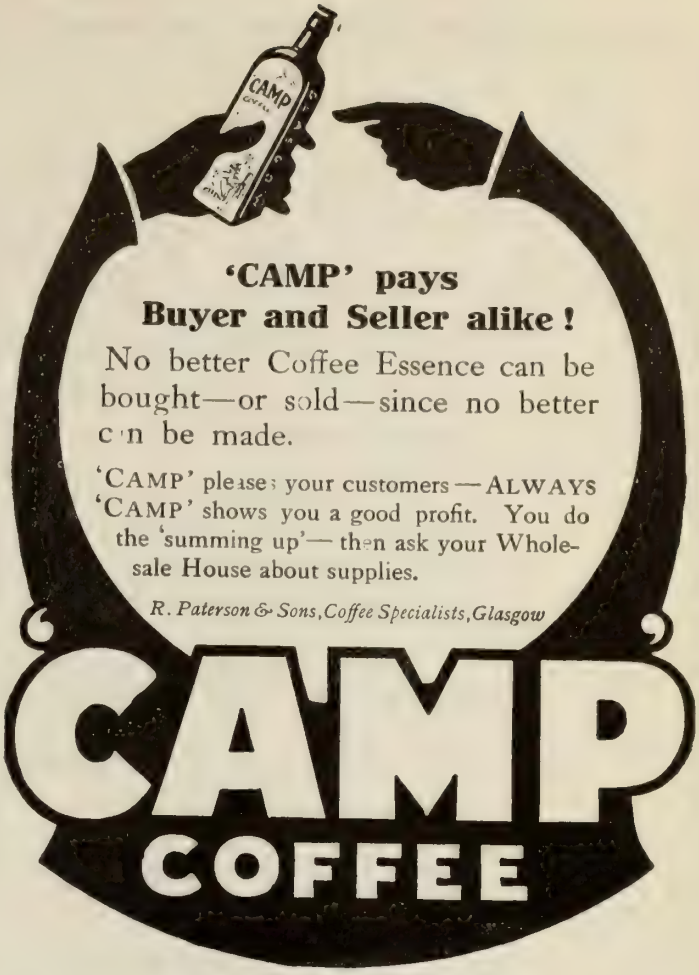


Pertinent Points in A Pod of P's.

Here are reasons for the success of GIPSY Stove Gloss—contained in a pod of p's. **GIPSY polishes perfectly, pleases particular people, procures plentiful profits permanently.** And that is why you find Grocers everywhere who think it worth while to personally push perseveringly

GIPSY Stove Gloss

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Creeden & Avery, 118, Homer Arcade, Vancouver, B.C.





The always reliable in results—"COW BRAND"

No other soda on the market is so well known by the good housewife as is "Cow Brand." It is famous for its absolutely sure results, its strength, its purity. Recommend it to all.

Stock up, our jobber has it.

CHURCH & DWIGHT LIMITED

MANUFACTURERS

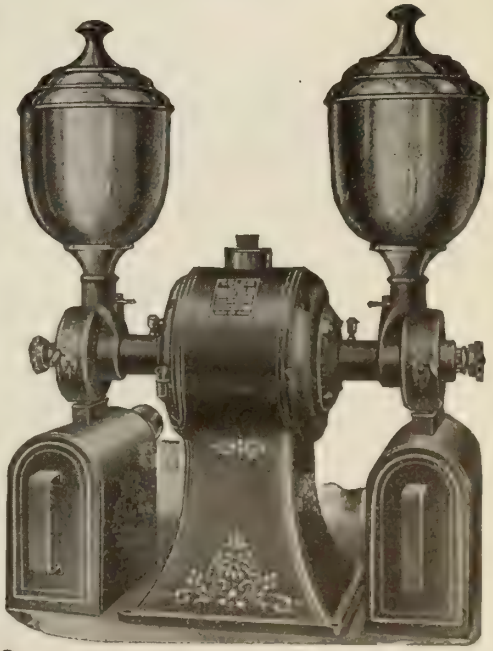
MONTREAL

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

An Era of Expansion

Canadian Grocer believes that the Spring of 1914 will mark the beginning of a new era of prosperity and expansion for Canada.

Liabilities have been liquidated. Stocks have been reduced, and now with the remarkable improvement in the money market since the first of the year, a favorable Spring will see business revive with a rush.

In anticipation, we are making our Annual Spring Sales Number an

Expansion Issue

replete with suggestions for looking after and taking advantage of the increased new business the Spring and Summer of 1914 will bring forth.

The stories of scores of the most progressive grocers in Canada will be told, how they have increased their business as a whole as well as their several departments.

Every reader will find in every page some idea he can use to improve his sales campaign in the next few months.

Enthused by the success of others and improved trade they will look for your advertisement in this issue. They will expect you to enlarge on the merits of your goods and post them on their selling points.

We Have a Plan

It is new. It is sound and it turns on this expansion idea. Write us for particulars. We will be glad to explain it to you and you incur no obligation by writing us for particulars. Why not now. Address

CANADIAN GROCER

Publication Office, 143 University Ave., TORONTO

J. F. EBY,
President

HUGH BLAIN,
Vice-President

GROCERS and TEA DEALERS

For your pocket and your trade's sake sell your customers Standard Blends for the following reasons:

1. They give you control of your TEA TRADE.
2. They give your customers better value for their money.
3. They show you a larger margin of profit.
4. They are always uniform in quality and character.

GIVE US A TRIAL ORDER

WE WILL GUARANTEE TO BUILD UP YOUR TEA TRADE.

YOU TAKE NO RISK

If not perfectly satisfactory it comes back at our expense.
All we ask is a chance to prove what we say.

			COST YOU	SELL
2	STAR	Fine liquor, good regular leaf. Black or Mixed	19c. per lb.	25c. per lb.
3	DIAMOND	Choice flavory liquor. Handsome leaf. Black or Mixed	22c. "	30c. "
5	STAR	Choice growths of India and Ceylon, Fine appearance. Black or Mixed.	27c. "	40c. "
2	STAR GREEN	This tea shows grand value, both for leaf and liquor	19c. "	25c. "
3	DIAMOND GREEN	Golden color. Piquant liquor. Good leaf	22c. "	30c. "
4	STAR	English Breakfast Tea. A powerful blend of Indian and Ceylon Teas, having quality and flavor	27c. "	40c. "

Send us along a trial order for a package of each of these blends. You take no risk. We guarantee to please your customers, or take the goods back at our expense.

EBY-BLAIN, LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS
Coffee Roasters, Spice Millers and Tea Blenders to the Trade

TORONTO CANADA

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

ROBERT W. SOMERVILLE
34 Yonge Street, Toronto
Broker and Manufacturers' Agent
Canned Goods a specialty.
Write or wire for quotations.

ON SPOT
Valencia Raisins, Dates, all kinds, and Evaporated Apples.
W. H. Millman & Sons
TORONTO, ONT.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

Agencies Wanted
I solicit representation of good Grocers' Druggists' and Confectioners' lines.
M. D. BEARD
15 Jarvis St. TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

Henri de Leeuw, Merchandise Broker
28 Front St. E., Toronto, Montreal, Halifax; representing Georgiades & Co., Patras, Greece, Currants; Antoine A. Capponi, Smyrna, Sultanas; Jose Romany Aranda, Denia, Spain, Valencias.
Ask me prices, and my special conditions.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents.
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

The
Condensed Ad.
page
will interest you

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg. Man.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG. MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

Manufacturers' Agents and Brokers' Directory

(Continued.)

QUEBEC.

Agencies Wanted

We know the retailers as they should be known. Do you want our connection? **Only quality lines handled.**

W. B. Lothian & Co.
B32 Board of Trade Building,
MONTREAL

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Are You Represented in Sydney?

Am open to accept a few good lines on commission in Cape Breton. Best territory in the Maritime Provinces. Know trade thoroughly. Good reference.

P. A. O'NEALE, Manfrs. Agent
SYDNEY, N.S.

The Flavor Sells It!



MAPLEINE

is differently delicious, and supplies a much-felt want. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

BRAND **STUHR.**



STUHR'S
CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.
Sold by all High-Class Provision Dealers.

G. F. STUHR & CO., Hamburg.

Indents through European Exporters only.

Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

SEEDS

To-day's prices Ex-warehouse Toronto, Feb. 20th

No. 1 Government Standard.

	Per 100 lbs.
Red Clover	$18.00
Mammoth Clover	19.00
Alsyke Clover	19.00
Alfalfa Clover	14.50
Alfalfa Clover	13.00
Timothy Seed	7.50

No. 2 Government Standard.

Red Clover	$16.00
Mammoth Clover	17.00
Alsyke Clover	17.00
Timothy Seed	6.75
Timothy Seed	6.25

No. 3 Government Standard.

Red Clover	$16.50
Mammoth Clover	16.50
Alsyke Clover	15.00
Timothy Seed	5.75

Ask for samples. Phone Main 163

Geo. Keith & Sons

Seed Merchants since 1866

Toronto, Ont.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

An Ermined Judge

The Supreme Court of Canada is becoming overloaded with business. The big increase in cases during 1913 has meant that the six judges who sit daily in the dingy old building at Ottawa have been hard-worked men. The procedure is simple, dignified, and conducted with almost an Arctic silence.

Yet there is a human side to the situation, for the trappings of flesh cannot be wholly discarded in this, the Clearing House of legal wrangles.

A special writer, at the suggestion of "MacLean's Magazine," visited the Court, and in other divers places dug up much useful information concerning which the average Canadian knows little.

The March "MacLean's" will appear with the first of the celebrated Coburn covers, and the illustrations have been attempted on a strikingly broader scale. Besides this leading article there is the pronouncing of a leading Toronto doctor on "The Truth About Radium."

Several short stories, well illustrated, will appear in this issue.

Do not miss this copy. The cover alone, being something new in Canadian journalism, will be more than worth the price.

Send your name and address on a postcard to Dept. "M" and commence your subscription with this striking number—Mail it to-day.

Subscription $2 a year. *Twenty cents a copy.*

The MacLean Publishing Co.,
LIMITED

143-9 University Ave. -:- TORONTO

1914 belongs to the most progressive

The Canadian banks are in funds again, the latest reports are excellent. Liquidation has shaken down inflated prices. Retail grocers have kept their stocks down to a safe level and a favorable Spring will mean active but discriminating buying.

The progressive manufacturer will seize this opportunity of **attracting the interest of the retail trade now** in anticipation of the lively buying that a mild winter and early spring will ensure.

The retail trade are studying the advertising pages of Canadian Grocer now for favorable Spring offerings.

What have you got for them?

In preparing your advertisements, consult our advertising service department. You supply the attractive values. We will put them in pleasing shape.

Get your share of this 1914 business that will go to the leaders.

Write us for particulars now

CANADIAN GROCER

Publication Office
143 UNIVERSITY AVE., TORONTO

EUREKA

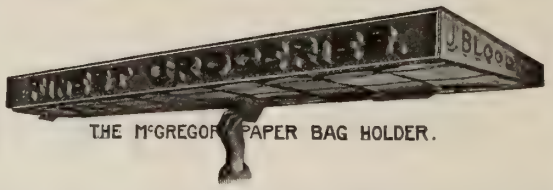
Why take any chance?

Why take any chance with an ice-box said to be just as good when you can buy the **Eureka Refrigerator** which is backed by a guarantee of 28 years of experience? There is nothing made that is as good, and experiments are always costly. Goods kept sweet and wholesome in a **Eureka Refrigerator** are a continual satisfaction to merchants as well as customers. The **Eureka** will soon pay for itself. Write for catalogue or call at the new showrooms, 31 Brock Ave.



Eureka Refrigerator Co.
LIMITED
31 Brock Ave., - - Toronto

A store convenience — costs little — gives big service



THE McGREGOR PAPER BAG HOLDER.

Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one..

Write for Prices and detailed particulars.

O. P. McGREGOR

Patentee and Manufacturer 411 Spadina Ave., Toronto

BUY

STARBRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue, :-: TORONTO, CANADA

Consult Your Travellers

Your advertisement in Canadian Grocer reaches the cream of the Canadian retail trade. For over 26 years the most progressive and up-to-date retailers have contributed to its columns and depended upon its weekly market and merchandising information. This is the sort of connection that makes a paper valuable to its advertisers.

We want you to investigate these claims. Suggest to your travellers that they ask their customers

1. **If they subscribe for Canadian Grocer?**
2. **If they watch its markets from week to week?**
3. **If they find its merchandising articles of practical use?**
4. **If they consult its advertising pages?**

When you get this information you will want to place an advertisement with us immediately, or increase the one you already have.

You will be asked to spend your good money in many quarters this year of 1914. Why not investigate and see that you get value received.

CANADIAN GROCER

143 University Avenue Toronto, Ont.

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.



Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY, Limited

403 St. Paul St., Montreal **30 Church St., Toronto**

AGENTS FOR THE DOMINION OF CANADA



This Is Your Business

Do you know that if you do not stock Crown Brand Corn Syrup you are overlooking a profitable business proposition? Crown Brand dealers last year sold twice as much Crown Brand as any other Syrup. And it was profitable business too.

Crown Brand Corn Syrup

does not demand any pioneer work on your part. It is known all over Canada and has won a permanent place in most homes.

You Can Sell Crown Brand—Profitably.

Why Not Order To-day?

Canada Starch Co., Ltd.

Manufacturers of Edwardsburg Brands

Works: Cardinal and Brantford

CANADIAN GROCER

VOL. XXVIII FEBRUARY 20, 1914 No. 8

British Columbia Dealers Robbed of Million a Year

At Annual Convention in Victoria They "Beard the Government in Its Den" and Demand Legislative Changes—Ridiculous Laws That Favor Delinquents—Farmers Get Cheap Government Money and Compete Against Merchants.

Prepared for Canadian Grocer by Special Correspondent.

VICTORIA, B.C., Feb. 18.—The anual two-day session of the Retail Merchants' Association of British Columbia, which opened on Monday of last week at the Empress Hotel, closed the following evening after six consecutive and spirited sessions. As a result of the discussion on the different questions of interest to the trade in this province, in which delegates from the far interior had joined with those from the Coast, certain conclusions were reached which were laid before Attorney-General Bowser on Tuesday afternoon. The Minister received the strong delegation which waited on him, cordially, and promised that the representations made would receive careful consideration. F. W. Welsh, the Association's president, acted as spokesman and Hon. Mr. Bowser congratulated him on his lucid exposition of the issues.

Dead-Beat Losses Mount High.

In practically every case the representations made were along the line of giving those engaged in the retail trade more protection against the class of people commonly known as "dead beats." Statistics, it was stated, proved that the total loss of the B.C. merchants from bad debts in 1912 was $982,000—or just about a round $1,000,000. In the State of Washington in the same year it was $1,750,000.

These figures were quoted in substantiation of the assertion that government assistance was needed, the added statement being made that, if such protective measures could be adopted as would wipe out this loss, the cost of living, over which there was such an outcry, might be reduced to a similar extent. In this connection it was declared that the organization did not exist to tamper with prices, it having put itself on record as being in favor of unhampered competition. What was wanted was more protection and this end was being sought by the formation of more branches and binding them closer together.

One of the first questions dealt with was the "Capias Act" as it now stands on the statute books. The opinion was that it is not adequate. Under its provisions a person owing less than $50 cannot be detained, if an attempt is made to leave, by the jurisdiction of the court. It was asked that the amount be reduced to $10 and that power be given the stipendiary magistrates to accept and to act on affidavits of merchants swearing that any individual is in their debt for any specified sum and is attempting to leave the community in question.

Reference was made to the B.C. Loan Act the contention being that, in some instances, the farmers were taking an unfair advantage of the privilege they have been extended in having government funds placed at their disposal at 4 per cent. Co-operative societies had been formed, it was stated, in direct competition with the merchants which was not fair or just, and could not have been what was intended by the legislators.

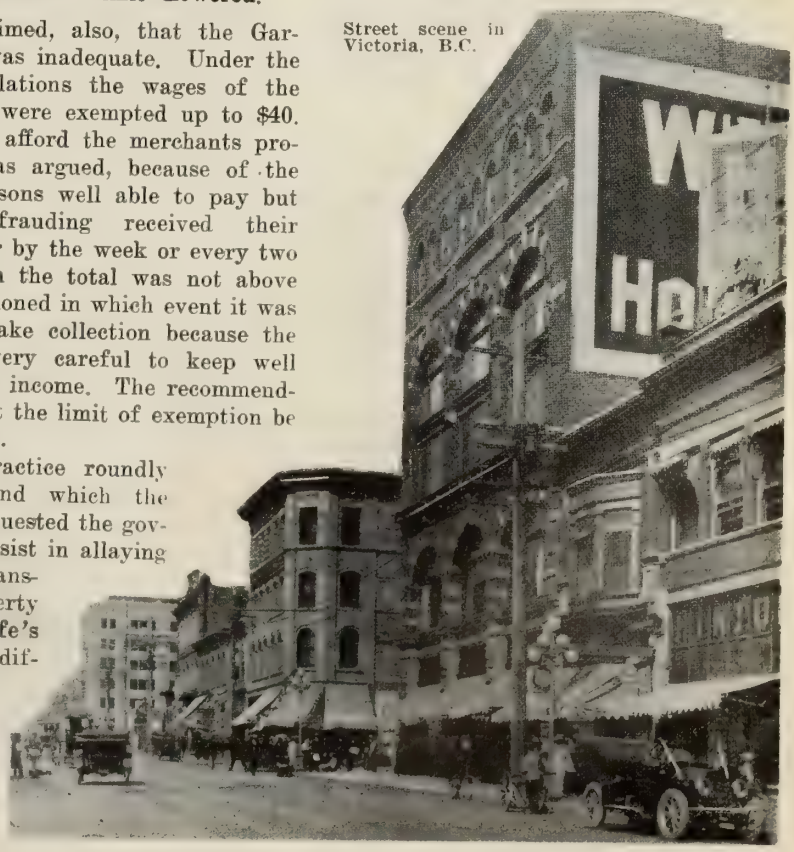
Want Garnishee Limit Lowered.

It was claimed, also, that the Garnishee Law was inadequate. Under the existing regulations the wages of the man in debt were exempted up to $40. This did not afford the merchants protection, it was argued, because of the fact that persons well able to pay but bent on defrauding received their cheques either by the week or every two weeks. Often the total was not above the sum mentioned in which event it was difficult to make collection because the debtor was very careful to keep well abreast of his income. The recommendation was that the limit of exemption be placed at $10.

Another practice roundly condemned and which the merchants requested the government to assist in allaying is that of transferring property to the wife's name when in difficulties. It was affirmed that this was exceedingly common in British Columbia; that many confirmed "dead beats" had reduced it to a science and that those engaged in the trade were suffering to the extent of thousands of dollars annually as a result. As a remedy it was suggested that the wife be made jointly liable for goods sold for the maintenance of the household.

Cheques Used and No Funds.

That something should be done to prevent the spread of the habit, which was said to be becoming more general, of signing cheques without having the funds to cover them was another conclusion. The delegates said that they could make a fine display of cheques returned from banks marked "N. S. F." if they were to be produced. It might be argued that there was the usual recourse under the Criminal Code through the police court but, it was answered, it seemed to be exceedingly difficult to obtain convictions. That there should be some more



Street scene in Victoria, B.C.



Harbor scene at Victoria, B. C., where the convention was held. In the insert is a sample of British Columbia sockeye salmon which has helped to make the province famous.

severe penalty was the declaration of the Convention.

Bonding of Collection Agents.

The collection agent also was discussed. There have been a number of instances, it was said, of Americans coming to the province, setting up in business, collecting several thousand dollars and leaving for the other side again without saying good-bye. It was suggested that this would be remedied if all collection agencies were bonded in an adequate sum by the provincial government so that those who placed their accounts in such hands for liquidation might be reasonably sure of securing the returns.

Uniform Closing.

Another subject receiving general support of the convention was, fixing the daily hour of closing of all retail stores, and the closing of all of them in one afternoon of each week; opinions differed as to who has the power to legislate, the Provincial or the Dominion Parliament. This the Attorney-General will consider.

Mr. Lorrimer of the C. P. R. was present and gave answers to many questions concerning freight charges, demurrage, theft from goods in transit especially from those on ocean bills of lading. Addresses were given on advertising, cost of doing business, calculations of profit on cost or selling price, etc., etc. Not a slack moment, and everything well and clearly discussed.

It was decided that the next annual convention will be held in Victoria, B.C., in February of 1914, on dates synchronizing with the session of the provincial legislature.

GROCERS' EXCHANGE MEETS.

Victoria, Feb. 18.—(Special).—The Retail Grocers' Exchange of Victoria, B.C,. held their regular monthly meeting, as also their annual meeting on Wednesday evening last.

There was a very good attendance, and the reports of the secretary and treasurer were pronounced eminently satisfactory.

The request of the "Retail Employees' Organization" for support in their effort to obtain legislation to close all retail stores in the province at a certain hour daily, and to close on one afternoon weekly, was adopted unanimously.

The list of subjects calling for special legislation, approved and adopted at the convention of retail merchants of B.C., was approved by special resolution, and a copy sent to the Victoria Board of Trade, asking their active support and interest with the Provincial Government to pass the necessary measures through Parliament. The following officers were elected for the ensuing twelve months:—President.—E. B. Jones; Vice-Pres.—F. Burridge; Treasurer.—W. Acton; Directors.—E. J. Wall, L. D. Rines and G. Pack.

The secretary, T. S. Futcher, had a special vote of thanks given him for his efficient and courteous way of carrying out his duties. This is his seventh year as secretary.

The officers of last year were cordially thanked for their services.

In exchange of views on various trade questions the evening quickly passed, concluding with a few remarks from the chair that with the help of his officers, the association might hope for a successful year for the Exchange.

LEGISLATION CHANGES WANTED.

The merchants of British Columbia have a large order to fill if they are to remove from the statute books of the Pacific Coast Province the unfair legislation now chalked down against them. As reported in the accompanying article, they waited on the Government last week and carefully laid before the Attorney-General facts and figures demonstrating that they were actually being robbed of about a million dollars a year by delinquents and dead-beats.

Their deputation to the Government requested among other things:—

1.—*Amendment to the "Capias Act" so that a person can be detained from moving if he owes* $10 *or more, instead of* $50 *or more.*

2.—*Discontinuance of government loans at* 4% *to farmers for establishing co-operative societies.*

3.—*Lowering of garnishee limit from* $40 *to* $10.

4.—*A law to make the wife liable with the husband for debts accrued by either.*

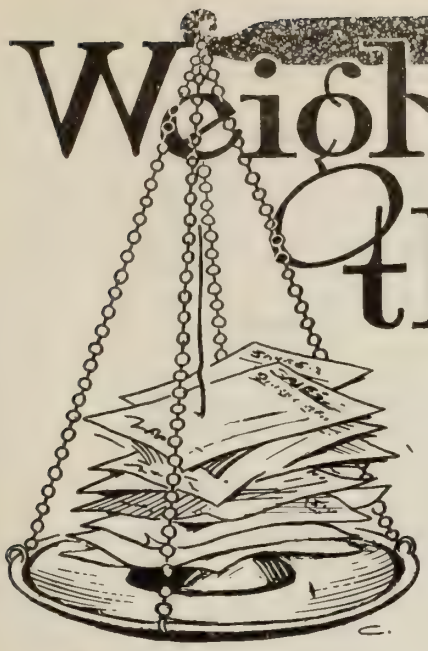
5.—*Preventive measures to alleviate the facility with which cheques are signed when no funds exist in the bank.*

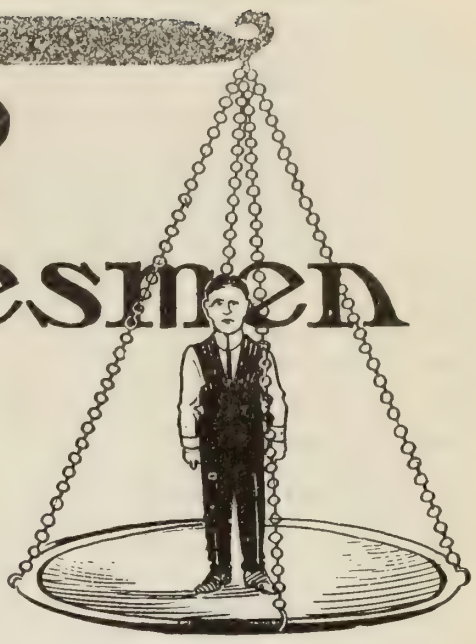
6.—*The bonding of all collecting agencies by the provincial government.*



View of Parliament Buildings at Victoria, where Attorney-General was besieged by many merchants.

Weighing up the Salesmen





By William Cambell

In this article prepared for Canadian Grocer, Mr. Cambell, expert accountant, deals with the necessity of operating the business on a systematic basis. He maintains that the individual work of each salesman should be definitely known. In this way only can the dealer judge, with any degree of accuracy, who are the most valuable salesmen, and how this knowledge can be used to get the best results from the entire staff. This is fourth in the series.

SOME years ago a business of comparatively small size changed hands. The first owner had not made much headway with it. He was the kind of man who makes a splendid employee but a poor employer. When working under direction he proved himself capable, aggressive, careful in detail—a brilliant salesman. On launching a business on his own account, he found new responsibilities saddled upon him which bewildered him. The detail and careful planning ahead which falls to the lot of an executive head were beyond him. He let matters slide, devoting his time to superintending sales. In other words, he worked *in the present* as the average employee does and let the future provide for itself.

Needless to state, poor Dempsey's experience as proprietor of a retail store was a short one and if not exactly disastrous was in a sense very inglorious. It took less than a year to run the business into a bad hole from which Dempsey extricated himself by selling out. The savings he had invested in the business were partly wiped out, but he was lucky in escaping with anything left at all. He secured his old position back and I understand is there to-day. He is doing as well as ever and each year adds to his neat pile of savings. He is, I may say, in his proper element.

System, His Cardinal Creed.

The man who bought out the business was a hard-headed fellow who had been in the commission business for some years. Harding, we will call him. He did not know anything about running a retail store but he did know the primary elements of successful business. He was the stamp of man who could take hold of any kind of a business, carefully get down to the roots of it and find out how that business needed to be run to get the best results out of it. He had a keen instinct for essentials and he believed in system as the cardinal creed of the business man.

Immediately on completing the deal whereby he secured the almost defunct Dempsey store, he came to me.

"This business," he explained, "is in bad shape. I am prepared to put in enough cash at the start to get it on a right basis. After that it has got to be put on a paying basis at once. We'll have to go through it with a dark lantern, you and me, and find exactly what's needed."

We went at it; and needless to state, found the business to be in a waterlogged condition. The systems Dempsey had put in were hopelessly inadequate and the details had been loosely arranged. We worked at it hard for some time and finally succeeded in putting in a system which seemed to fit the requirements of that class of business. A thoroughly experienced merchandising man was put in charge of the sales campaign. Harding, himself, camped on the system end of the business. He had it working like a well-greased machine in no time.

The business has grown many times over. A huge business oak has grown from the acorn that Dempsey planted. It must almost make him dizzy when he contemplates the store that has been built up and thinks of the wobbling little concern it was at the start.

Of all the systems we put in, there was one that I believe paid us best of all. This, at any rate, is the firm belief of Harding himself. It was a plan for keeping track of the work of the sales staff, which enabled him to judge accurately the worth of each employee. By means of this system he kept his sales staff as close to efficient as it is possible to do.

Weigh Up the Clerks.

When a man buys goods for his store he takes care to get good value; he tries to get articles that will yield a good margin of profit. Do you weigh up your clerks in the same way? Large departmental stores do this, in addition to dividing their store into departments. Your business may not yet be large enough to divide into departments, but there is no reason why you should not make every clerk a *Department*, and find out what clerk gives you the largest profit. Try it, and you will probably be surprised at the difference shown when you find that one or two salesmen are far ahead of their fellows. Study their methods and get others like them.

In teams playing for sport they weed out the weak men and so build up a team that wins the coveted trophy. Surely a business is at least as worthy of being built up as a baseball team. Yet how few businesses are run on such keen lines as a successful baseball team?

Do you take an analysis of your salesmen every week or month? Probably you know that it would be a good thing to do but are not sure of the best way to do it and so let the matter slide.

In order to check the men's sales, you will require either a cash register or to furnish each one with a duplicate counter book, one copy of sale to be handed in or filed as the sale is made out. Have a stick file for each salesman's slips, add them up every day and enter them in a record book. You will then soon find out who is selling the most goods.

Profit Margin Analysis.

You can go *further than this* and find out who is selling the goods that are bringing you the *best margins of profit.* The man who is selling just advertised goods at a small margin and at a minimum amount of trouble to himself is not the man who is going to help you to build up a big profitable business. When you find you have a good salesman it should be both a pleasure and a profit for you to give him an advance. It is surprising how good salesmen help a business and how poor ones let it down. Study the methods of your salesmen: it will pay you.

Encourage a steady, reliable man; don't be afraid of giving him a word of praise, let him see that he is appreciated. Now that rents are higher and nearly all expenses growing, you must look to the increase of your sales to keep down the percentage of your expenses and one very good way is to dive down into each man's sales and weigh them up. You will find a great deal can be gained in this way, so even if you have a cash register, have counter check books as well, keeping each clerk's sales separate and checking one against the other.

MEETING OF CANADIAN PRODUCE ASSOCIATION.

The Canadian Produce Association held their annual meeting at Toronto in the Board of Trade building, on Monday, Feb. 16th. At this meeting it was decided that the "loss off" system in the purchase of eggs should be enforced again this year. Under this system the produce concerns have the right to refuse payment for all eggs which are unfit for any use whatever. Reports presented showed that during June and July the average discard of inferior eggs was about 6 per cent.

The following officers for the association were elected for the current year:—President, John A. Gunn, Montreal; Vice-president, J. L. Bowes, Toronto; Sec.-Treas., W. T. McDonnell, Toronto; Directors, Messrs. Joseph Emond, Quebec; J. Freedman, Ottawa; J. J. Fee, Toronto; J. B. Jackson, Simcoe; John Porter, Toronto; J. W. Steinhoff, Toronto; J. Wilson, Montreal; R. A. McDougall, Owen Sound, and R. Gray, Montreal.

Don't bottle up your imaginative tendencies; a bottle full of fire-flies may make a reading lamp but never a muff warmer.

* * *

Trifles make perfection. A poor man thought of the trifle of putting metal tips on shoe laces. He made a fortune.

Preparations for R.G.A. Convention

Hamilton, Feb. 18.—(Special)—As announced briefly in last week's Canadian Grocer, the second annual convention of the Ontario Retail Grocers' Association will be held in Toronto on Tuesday, Wednesday and Thursday, April 14, 15 and 16. This was definitely decided upon at an executive meeting here last week. Members of the executive present were: President, D. W. Clark, Toronto; Second Vice-President, J. A. McIntosh, Hamilton; Treasurer, Thos. Shaw, London; Secretary, W. C. Miller, Toronto; Executive Committee—Chas. McCausland, Paris; W. J. McCully, Stratford; A. W. Palmer, London; Ed. Hazell, Hamilton; E. F. Mason, Peterboro, and John Kew, Brantford. J. D. Wisdom, of Allandale was kept away on account of being temporarily indisposed.

Others present were Jas. Burns, W. J. Mellen, of Brantford, and E. J. Ryan of London, the latter being a traveler but who was prominent in the organization work of the Ontario R. G. A.

Since the 1913 general meeting, Jno. Diprose, of London, who was first vice-president, resigned on account of going on the road. W. J. Mellen, of Brantford, was appointed at the meeting to succeed him. A letter will be sent to Mr. Diprose regretting the loss of his services on the board.

RECOMMEND AN ORGANIZER.

One of the main points considered was the appointment of an organizer. After considerable discussion it was moved by J. A. McIntosh and Thos. Shaw that the executive committee endorse the proposal to appoint an organizer and that a recommendation to this effect be passed on to the annual meeting in April. While the membership has grown considerably since the association was organized, it was felt that with a good live man on the road carrying on a membership campaign the work would be conducted more advantageously.

The executive feel hopeful of getting results from the petitions for amendments to the Garnishee Law and Scale Inspection Act which have been so largely signed. It was urged that the various members of the association get in touch with the members of their respective constituencies and see that they support the measures.

DELEGATE TO GO TO OTTAWA.

Regarding the amendment desired to the Weights and Measures Act, the secretary, Mr. Miller, was, on motion of Adam Palmer, appointed to go to Ottawa to lay the matter before the proper parties. The secretary has letters from all parts of the Dominion endorsing the Ontario R. G. A. in their claim that the cost of inspection of scales should be borne by the Government entirely, and not in any part of the merchants.

President Clark, J. A. McIntosh and W. J. Mellen were selected as a committee to look after the appointment of an organizer. They will report to the annual meeting in April.

Between now and the general convention an effort will be made to increase the membership and to get in dues by letter.

The question of operating a pure food and store fixture exhibit in Toronto in conjunction with the April convention was left to the secretary. He is now negotiating for a hall and expects soon to be able to announce definitely where the convention and exhibit will be held.

TO OPERATE QUESTION BOX AGAIN.

A strong feature of the convention this year, as it was last, will be the "Question Box." Any member of the trade who has a "nut to crack," "a problem to unravel," or who desires an expression of opinion on a certain subject should forward his question as soon as possible to the secretary, whose address is 632 Yonge St., Toronto.

Expansion Number on April Seventeen

Annual Spring Sales Issue This Year Will Be Replete With Evidences of the Dealer's Power to Sell Goods—Competition for Clerks to be Announced Next Week.

The annual Spring Sales Number of Canadian Grocer this year will be an Expansion Number. It will be issued on April 17, and in all the articles the idea of Business Expansion will be carried out. The editors have already under way articles from retailers on methods they have used to expand not only their entire business, but sales of individual lines.

This number will contain interviews with some of Canada's best grocers—men who have made a close study of the ways and means for creating sales and who have been steadily showing expansion in their business. These are men who are not content with simply supplying demand. They are not slot-machines, but salesmen who through their own efforts and those of their salesmen, have increased demand by personal salesmanship, attractive window displays, judicious newspaper advertising and little kinks and ideas that have become gilt-edged investments to them.



The man who causes two blades of grass to grow where but one grew before is a benefactor to the cause of humanity.—The Philosopher.

This Expansion Number will demonstrate forcibly "The Selling Power of The Dealer." It will show that the retail grocer is no mere automaton who stands behind a bare counter, with bare shelving at his back and a blank window in front, and hands out the bare necessities of life according to the meagre demands of those who condescend to call upon him. Dealers will tell in their own words how they have expanded their biscuit sales; how they have built up trade in cooked meats; what methods they employ to secure the greatest possible turnover and profit from canned goods; their ideas for increasing sales of soups, meat extracts, preserved fruits, confectionery, fruits and vegetables, and scores of other lines sold by the retailer.



The clerk who sells two dollars' worth of goods where but one was asked for is a benefactor to the bank account of his employer.—The Creative Salesman.

Systems will be illustrated that have helped men to easily keep in close touch with business progress while they are giving their energies to the expansion of sales. The value of certain store fixtures and adequate equipment will be demonstrated by actual experience—in short, the editorial plans are laid for the most practical issue Canadian Grocer has ever presented to its readers.

In next week's issue will be announced particulars of an interesting competition for clerks. An opportunity will be given all clerks in Canada and Newfoundland to enter evidences of their selling power in this contest.

In the meantime every clerk should think over past experiences and recall to mind instances where he and the store staff have expanded the sale of some particular line and the selling methods used in the expansion.

Watch for the full announcement next week.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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TORONTO, FEBRUARY 20, 1914

A WRONG TO BE RIGHTED.

DISHONESTY IS SURELY protected by the existing Capias Act in British Columbia. Under the provisions of that law no one owing a merchant less than $50 can be detained by the courts if he desires to decamp to other parts.

This represents the brand of injustice the retailer has been up against for years, not only in British Columbia, but in other provinces. The government there is actually shielding under its wings dead-beats who bleed the dealers who befriend them in their days of alleged penury. How such a law found its way to the statute books, Heaven only knows. Unfair critics maintain that the merchant has himself to blame for not being more careful in the extension of credit. That may be true in a sense, but it certainly denotes a warm heart and a Christian spirit when a dealer succumbs to a hard-luck tale from even a polished actor of the dead-beat type. Then again not all credit applicants are dead-beats. Some among them deserve consideration because they are honest. Just how a man can separate the wheat from the chaff becomes the problem, and in his endeavor to do what is fair for the worthy, he is entitled to the protection of the government from the wily ones who make it their business to rob the retail trade.

This problem was gone into thoroughly at the convention of British Columbia Retail Merchants' Association last week when the Attorney-General was interviewed. As usual, consideration of their request has been promised; but the merchants of the Pacific Coast province should never rest until that act has been amended. They want the $50 limit reduced to $10, and it appears to be only a matter of honesty that their claims should be met.

Statistics show that in 1912 the British Columbia merchants lost close on to a million dollars through bad accounts. That in itself should waken up any government, no matter how soundly it may be sleeping.

INTERVIEW THE M.P.'s.

ALL GROCERS WANT to see the Ontario Garnishee Law amended. The Retail Grocers' Association last year told the Attorney-General what was wanted, and it is generally understood that some legislation will be brought in this session covering their request or part of it.

Will the bill pass? Where is the opposition to come from? Let each man ask himself these questions and then wait upon or write the member for his constituency for his support. The interview or letter should contain fully the nature of the proposed amendment and a contrast with the existing law. As it is now no retailer can garnishee any portion of the wages of a delinquent debtor unless the latter has more than $25 coming to him from his employer.

Working men are to-day, apart from railway employees and a few others, paid either once a week or every two weeks, so that it is seldom they ever have more than $25 coming to them. This makes it difficult for a merchant to get his just dues.

This point should be gone into carefully with each Ontario member Parliament before the bill is ever presented to the House. His promise to support it should be secured. It is nothing but justice and if the case is presented in the proper terms, no self-respecting member would ignore it. Now is the time to get busy for it may come up in the House at any time. It is said that opposition may come from some of the lawyer M.P.'s as it might tend to cut them out of business. If this be so, the opposition will no doubt be among the "small" men among the profession.

DISHONEST ADVERTISING TABOOED.

FRAUDULENT ADVERTISING is being universally taken up by ad. clubs in Canada and by various retail organizations. This is something which all honest merchants will appreciate; for it must be said that in the past they have suffered much from the misrepresentations of competitors unscrupulous enough to use false statements in their advertising to promote their own personal gain.

The honest and above-board dealer is the man of whom the trade is always proud, for he is going to make the world from the standpoint of trade conditions better for having sojourned here for the three score years and ten.

It is not an uncommon thing to find a merchant—more often a dry goods or a boot and shoe man than a grocer—advertising a "going out of business sale" when that is not at all his intention. People get the idea that here will be found sweeping reductions because of such a sale, when as a matter of fact prices are held pretty much to their normal value.

In groceries, too, there is some dishonest advertising done which injures the honest trader. For instance, best granulated sugar of a certain brand is advertised at a cut

price when the dealer hasn't an ounce of that sugar in his store. Old nuts are advertised as new; old dried fruits for "fresh from California"; fresh-laid eggs that left the nest months before, etc., etc. Invariably in such cases the advertiser can substitute an attractive-looking price that steals away a customer or two from his competitor who desdains to stoop to like tactics.

Subdividers of real estate who advertise and sell property miles out as "within the city limits" have probably caused more harm to the business status of the country than all other thefts combined. No merchant cares to be caught by one of these men and no honest merchant would care to treat his customers similarly.

The age tends to honesty in advertising, and all grocers will stoutly maintain that honesty is the best policy.

ANOTHER AVENUE OF LOSS.

A RECEIPT FOR $10 is all an Ontario grocer has left to show that last July he contracted for a card in an hotel booklet in his city. In a memo to Canadian Grocer he writes:

> "This fellow hit up a few merchants here. I wonder has he worked the game elsewhere? He skipped out without making up the book."

This is one variety of letter we like to get from readers. It gives us an opportunity to refer to methods some "sharks" are using to get the good money of the retailer. In the report of the British Columbia Merchants' convention elsewhere in this issue, it is shown that certain American account collectors frequently cross the line and play a somewhat similar game there. When the collections fill up a good fat pocket-book they decamp and pass into oblivion.

The receipt that the Ontario dealer sent along with his letter was signed by V. S. Lloyd. Have any other merchants encountered him? Is he selling space in other booklets and giving only receipts in return?

MIDDLEMEN AGAIN EXONERATED.

MIDDLEMEN IN THE EYES of J. W. Flavelle, president of the Wm. Davies Co. are not to be blamed for the alleged high cost of living. In an address recently on "An Insufficiently Considered Side of the Food Problem," he pointed out that the consumer was the one chiefly to blame.

The middleman, he maintained, was more efficient than the producer or consumer because he had the facilities for organization and was subject to world-wide competition.

The consumer on the other hand was supremely inefficient. Mr. Flavelle spoke of the large number of young girls employed in factories and offices until they were ready to set up housekeeping for themselves, when they found themselves almost entirely ignorant of the economical purchasing and preparation of food. There was almost as great ignorance on the part of their more fortunate sisters who did not have to work, and in this connection he referred to the habit of housewives doing their purchasing by telephone, and ordering half a pound of beefsteak to be sent up.

The consumers themselves, he said, were to a great extent responsible for the "cruel and improvident waste identified with the consumption and preparation and purchasing of food products."

Every retail grocer can bear evidence to substantiate Mr. Flavelle's contention. The grocery middleman to-day is not in a position to enhance prices if he wanted to. Competition is so keen that such a thing becomes impossible.

As Canadian Grocer has repeatedly stated in the past, and as Mr. Flavelle who undoubtedly has given much thought to the situation declares, another of the great causes of the present cost of living is the fact that increase in production is not keeping pace with the increase in population and demand. To the door of the consumer and producer, therefore, rather than to the middlemen, must be laid the onus for the existing economic situation.

BUSINESS BUILT ON FIGHTING SPIRIT.

A TORONTO NEWSPAPER presented to its readers recently an interesting article under the above caption, in which was told the story of a prominent merchant's success. The head of a large Queen City store had been asked to tell why one man can build up a large store and accumulate a fortune, while the merchant next door struggles along all his life without increasing the scope of his operations or the extent of his profits one iota. His reply was to the effect that the ability to fight, to keep eternally working to advance one's interests, was the real secret of success.

It will be interesting to quote from the article: "The men who have developed Canadian business have had to fight from the beginning," he said. "Coming here, they faced the wilderness, the handicap of great distances, and finally, because of unprecedented, natural development, competition of the fiercest kind. All this gives young men, native or foreign born, who are beginning business life in Canada, much to think about. They must fight to win. But they have precedents which must be inspiring. The necessity to fight is not a handicap; it is a stimulant. A man's career in Canada, in most cases, must be his own, for here changes in methods are constantly taking place. Every generation of Canadians has its own way of tying up a bundle, and the new ways are always better than the old ways. Of course there are certain general business principles, such as honesty, industry, and enterprise, which are transmitted from one generation to another. The beaten track is never to be scorned, but no explorer ever followed it, and it has been explorers who have made discoveries in business, as well as geographically. No big business was ever founded upon pessimism. A merchant cannot grow if he thinks the worst is yet to come."

There is a large measure of truth in this. The secret of the success of a retail business lies in the personality of the head of that business—his ability to grapple with conditions, to surmount obstacles, to instil his own enthusiasm into every member of his staff.

The following axioms propounded by the merchant in question are well worth keeping:

"The beaten track is not to be scorned, but no explorer ever followed it."

"A big business, and a small one, for all that, must roll up hill."

"Team work is more necessary in business than in football."

"The chief fault of sales-people is ignorance of the goods they are expected to sell."

"Drink and over-much tobacco are great foes to salesmanship and good salaries, as are too much tango and excessively tight clothing."

SPRING FORMALLY ARRIVES a month from to-day, although the calendar really says a week from Monday. Are you prepared?

* * *

AS MANY GROCERS as possible should attend association conventions. The Ontario R.M.A. meets next Wednesday and Thursday in Toronto, and at this meeting many vital trade questions will be discussed.

Dealing with Farmers who take Goods "In Trade"

How Should the Accounting be Done?—Taking in Farm Produce and Handing Out Groceries in Return Should be Considered Two Transactions—Another Evidence of Exacting Customers.

By Henry Johnson, Jr.*

HERE is a letter that will prove interesting to those who deal with farmer customers:—

Canadian Grocer:

Dear Sir,—In dealing with our country trade, what groceries they buy we subtract from their produce.

When we sell our surplus eggs, butter, and poultry to the commission men should we register that with our cash sales?

If not, how are we to get what we sell to our country customers which oft-times amount to more than their produce.

Yours truly,

Hamilton, Ont. D—— & Son.

P.S.—Is it a general fact that the first year of the grocery business is not such a financial success as the following year?

Taking Goods in Trade.

I am not quite sure what this man wants to know, but I shall guess that he is allowing himself to become confused over the accounting of "trade" transactions. Many men do not seem able to reason this thing out, yet it is exceedingly simple. For example:

Farmer Holloway comes in with a jar of butter and twelve dozen eggs. The articles are weighed and counted. The butter figures out to $3 and the eggs to $3.60; total, $6.60.

He suggests that he wants to get some goods and proceeds to select various items which, when computation is made, are found to foot up $7.90.

In settlement, he hands the clerk $2 from which is taken $1.30 to balance.

Consider as Two Transactions.

Now what my friend evidently wants to know is how that transaction should be handled. Shall he take the $1.30 and ring it up, calling the matter closed? By no means. Why? Because we have here not one transaction, but two complete deals, as separate and distinct as if made by two persons.

On the one hand, you have bought goods to the amount of $6.60. On the other, you have made a sale of $7.90. Obviously, you must treat each by itself. Thus you make a record of $6.60 paid out for merchandise and ring up the sale of $7.90. The passing of the $1.30 from the farmer to you is merely a simplifying method of handling the deals. In effect you have given the man his $6.60 and he has given you your $7.90.

To handle the items as a sale of $1.30 only would be to ignore a purchase of $6.60 and a sale of the same amount. The bookkeeping effect would be to show your purchases $6.60 short of the actual in this case, a practice which would lead you badly astray in a year; and to indicate $6.60 short in your sales, which would also give you a false picture of your business at inventory time.

If you are going to account at all, try to account correctly. It is difficult enough to get all things approximately right without taking undue liberties with bookkeeping to further befog the issue.

The Boy and the Boiler.

You have heard the tale of the butcher's apprentice who was to get three dollars a week to start. The boss asked him if he could dress a chicken and the boy answered: "Not on three dollars a week!"

Well, this is not the story of a boy and a broiler—so do not get them mixed. This is just another illustration that the master mind cannot rest a minute in any business.

I have a steam plant that is almost fool-proof, as most good steam plants fortunately are at this stage of the game. I have a connection to the city water, pressure about 65 lbs. I have another connection to a tank in the roof, so that soft water may be used; and that is better for the boiler. I did not know the exact pressure from that tank, though I had observed that water would feed against 5 lbs. of steam.

Where the Boy Blundered.

A few days ago the radiators were making an unusual noise. I asked about the steam and the water. Reports were OK. in each instance. Returning from lunch about an hour afterwards, I noticed a very peculiar smell of dampness and the windows were steamed over. I thought of the boiler and immediately investigated myself. I found the gauge registering 12 lbs., though there was obviously so little fire that I expected to find less than 1 lb. When I tested the water gauge I began to locate the trouble, and then I found the feed pipe from the tank turned on full. The boy had started to fill in a little water and had gone away and forgot the open pipe.

The entire system was flooded and some work was required to get things going again, though nothing serious resulted—except to the boy. He lost his job, temporarily, at least, for the sake of discipline. I say temporarily, because I find that we learn by mistakes, and I feel that here is one mistake that this same boy will not make again. Incidentally, I learned that the pressure from the tank is 12 lbs., so it is seen to be "an ill wind," etc. Also, I learned again the lesson that nobody can be depended on without continual, untiring and unfailing supervision.

Postcriptum.

I should like a few more details on my correspondent's P.S. Evidently his second year has not been so good as his first year was. As I say, details will help here; but if it is a fact that he did less or less profitable business in year 2 than in year 1, he need not necessarily be discouraged thereby. One of the most successful men I ever knew did less business the second than the first year; but IT NEVER HAPPENED AGAIN. Those things are often blessings in disguise. Sometimes the teaching is that at no time can we afford to "rest on our laurels," or, in fact, rest at all. This matter of running a business is not one of much resting, taking it by and large; and such a thing as feeling satisfied with one's self is very dangerous practice.

Tell me more, and maybe I can tell you more.

* * *

Exacting Customers.

From Winnipeg comes this:

Mr. H. Johnson, Jr.

Dear Sir,—Writer has read with considerable relish your remarks in last issue of Canadian Grocer anent the ridiculous demands made by thoughtless and illogical customers in the matter of delivery, service, etc. Is it any wonder that the cost of living has advanced so markedly during the last few years? I could give you a dozen instances of demands which are almost, if not quite, on a par with the one you relate. Only this morning a customer living not three blocks from our place of business phoned in and the writer happened to answer the call. She requested that we send one slice uncooked ham, mentioned a special brand, and emphasized the fact that it must be a centre cut, delivery to be made immediately. She received it all right.

(Continued on page 43.)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

How Other Grocers Do Things



MAPLE SYRUP WINDOW.

The accompanying display shows what can be accomplished in the way of originality with maple syrup as a basis for a window trim. It was shown last spring by Burley-Currier, Limited, Portage La Prairie, Man.

It represents a maple sugar camp, the scenery at the back being painted by the trimmer, Gordon Munroe, to represent a maple grove backed by a grove of evergreens seen in the distance. The floor was covered thickly with dry leaves. The kettle seen in the picture was suspended in the regular way over an imitation fire lit by an electric globe. Cakes of sugar and jars of syrup were dotted around the floor. The barrel observed in the picture was full of syrup. The results were highly gratifying.



Realistic maple syrup display that brought results for Western firm.

Now that the maple syrup season is near at hand, dealers should plan well ahead to increase their sales. Good maple syrup and sugar can be made a strong magnet for attracting transient custom, and this invariably develops into permanent buyers.

A splendid opportunity is presented to those who have facilities for a realistic window trim. Artificial maple leaves, a block of maple wood, the modern sap pail, the camp fire, a forest scene, etc., etc., could all be used with splendid effect.

It is just such sales as this that the dealer requires to put on at the present time. Many folks have got the idea that money is scarce and are inclined to hang on to what they have. It is quite likely that they are better off than a year ago and can well afford such lines. To brighten up trade while the depression is passing over, tasty goods like maple syrup and sugar are sure to create sales because they are appetite creators themselves. Why not feature them from now on?

SEAT AROUND STORE PILLAR.

In some United States grocery stores are to be found cushioned seats around the base of store pillars. These are handsome pieces of furniture, after the style used in best hotels. The seat and back are of soft leather, the back running all the way around the pillar. When a customer brings in a friend the latter can rest on this attractive and comfortable seat while the former gives her order.

* * *

PUSHING MEAT EXTRACTS.

Kerwin Bros., Dundas, Ont., have been showing a line of meat extract in their window during the recent cold snap. The goods were attractively arranged so that every passerby could see them. One of the brothers told Canadian Grocer during the week that this display had sold a considerable quantity of the meat extract.

This line is eminently associated with cold weather because of its properties for building up the system. Any food that does this makes the body a stronger resistant to the cold.

Now is the psychological time to present this line to the public in the strongest way possible. Once a demand is created by the dealer for a good line follow up sales are an easy matter.

* * *

SELLING MORE FISH.

Different methods are employed by different stores to get the fish trade, these varying as locality varies. Stores in residential districts deal directly with the homes, where much of the down-town trade is transient. At one down-town store the fish are sold as they are, with the scales, and the perch are not skinned. But in both is the same endeavor to provide a goodly variety to please different tastes: to keep them absolutely in good condition, on ice; to make a tempting display in the window with small groups of each, often with labels on. The nature of the down town business demands price tickets, and these the above window supplies. A portion of the window space is always given up to fish, and the results have been proved that this draws trade. Just as the arrangements of choice cuts at prices that tempt buying do in beef and lamb and pork. And, it is hardly necessary to add, fresh stock comes in daily. The "daily" part is not necessary in every business, but "frequency" is.

SMALL, EFFECTIVE AD.

The original of this ad. of The Climax Grocery, Fort William, Ont., was about 4¼ in. by 3 in. in dimensions. It illustrates the effective use of small space, and the neatness which should form an important part of every newspaper advertisement. Retailers should insist on neat settings of their copy.

Dairy Butter

Another shipment of choice Dairy Prints just received. Drop around tomorrow and sample it. Per lb. 30c

Pure Maple Syrup
Qt. Jars 50c

The CLIMAX GROCERY
EVANS & HAYES
Phone 94 113 S. May St.

Business in Canada Back in the Seventies

Henri Jonas, of Old Firm of Rosenheim & Jonas, Talks of Early Transportation, Both by Sea and Land—Says Grocery Business Then Was Good—Antiquated Methods of Travel in Vogue Then.

By O. S. Johnston.

IN an issue of Canadian Grocer of last November, twenty years of the past were delved into, and some interesting information published. Among the Montreal men referred to were A. P. Tippet, J. C. Rose and J. H. Magor, all of whom have been in business for more than the two decades.

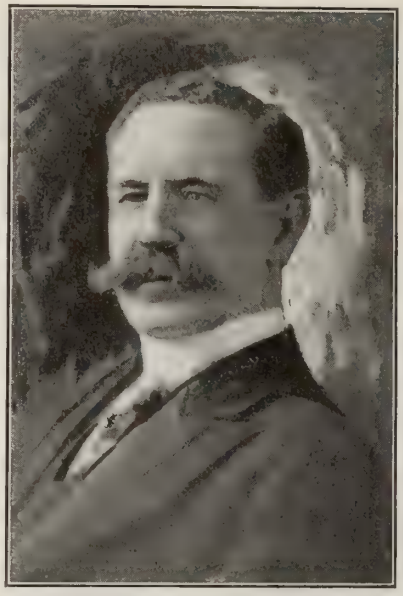
There are many other Montreal men who have seen many years of service. The other day I called to see Henri Jonas, of Henri Jonas & Co., on a business matter, and found him clearing up a volume of important correspondence, and it was pretty evident from his anxiety to have every detail attended to that he was preparing to leave Montreal on an extended business trip.

"Yes," he informed me, "I am going once more to France and must leave everything in good shape."

I was just about to ask how many "once mores" there had been already when he volunteered the information that this trip would be his eighty-sixth. Calculating this distance in miles (an approximate total of 275,200), it seems as if the distance covered both on land and sea by this same Mr. Jonas since his arrival in Canada puts him well ahead as the chief—we can hardly say Marathoner—"long-distnce man" in the Canadian grocery business, whether wholesaler or broker.

Of course, these trips to la belle France, la patrie de Monsieur Henri, were not made once a year. Dear, no! the 86th year is some distance off yet. Still the subject of our chat finds it difficult to look old, not that he is in any way anxious to trifle with what Cicero called "creeping old age." A very great friend of his in the specialty brokerage business also, across the way, remarked one day: "Mr. Jonas always surprises me—he looks as young and fresh to-day as he did over twenty years ago." This will seem peculiar, too, after I tell you a few things about his travels which he told me.

But before coming to the days of his early missionary work, we might state that he



HENRI JONAS.
In business in Montreal since the year 1870.

was born in France and arrived in Montreal in 1870.

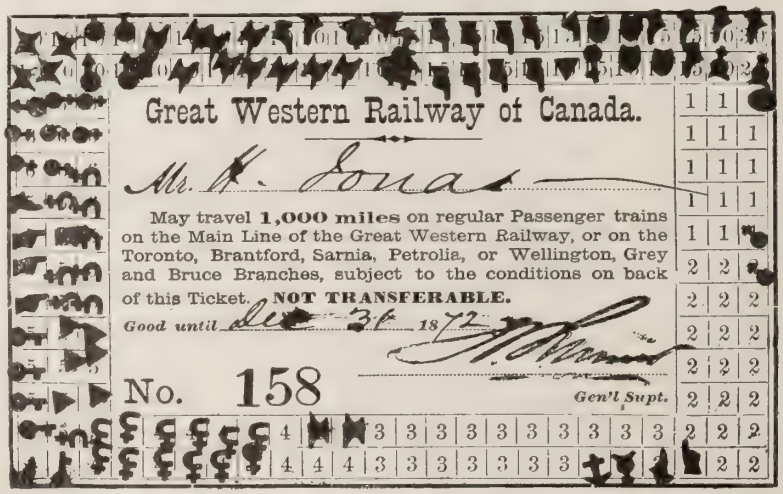
Transportation Then!

When we started to discuss transportation facilities in those early days, evidently some humorous reminiscences flashed across his mind, because with a smile he dived into the bottom drawer of his capacious desk and pulled out a carefully-wrapped bundle of papers. I say carefully, advisedly, because combined with care, determination, courteousness, and sympathy are three of many other elements which enter into the make-up of our subject, and further unite to make his friends and casual acquaintances say in a colloquial way: "He is a good sort."

The partial contents of this bundle are seen here. The transportation ticket is perhaps the only one extant, dated 1872, and, as you see, it is just like a piece of cardboard riddled with shot. In those days there were no long round trip tickets, or those strips of paper which to present-day immigrants constitute a regular puzzle, but, instead, the conductor punched the miles traveled on a 1,000-mile ticket, as here shown. When Mr. Jonas stated that after all the big numbers had been punched and there were only "ones" left, the conductor often was too lazy to punch twenty "ones" for twenty miles. He meant so many got free trips in those days under the circumstances.

The transportation reads over the Great Western Railroad. To reach Ottawa, for instance, a traveler would leave Montreal at 9 p.m. and go to Prescott, there alighting to await the train from Toronto, which would hitch up with the Montreal portion and form one train for Ottawa, the capital being reached at six o'clock next morning. Compare this lengthy and roundabout run with the route to-day.

"What about the sleeping cars in those days, Mr. Jonas?" I queried, and right here is something interesting. It was a case of "first come, first served"; no reservations could be made unless you had a "pull" with the conductor, and, instead of the comparatively comfortable beds of to-day, the traveler had to be content with a 50-cent couch, the only heat in the compartment being supplied by a stove placed in the centre passage. If you got the couch near it in the cold winter you thought yourself lucky, but in about five minutes the perspiration started flowing, and the stench of the oil, etc., made you feel as if you were surrounded by blubber in the hold of a whaling vessel; and just as soon as you moved away to cool off the beads of perspiration were immediately



Reproduction of an old railway ticket partially punched. dated in December, 1872.

transformed into miniature icicles and "ice pills."

Further West Still.

Leaving Toronto aside, save to mention the old canvas-covered bus, which started from the corner of King and Yonge Streets and ran up to Yorkville, the Toronto Street Railway of 1870, which never caused anyone to start a move for municipal purchase or created excitement amongst the patres conscripti, and going away out to Winnipeg, Mr. Jonas remembered when the city of the Far West was a pasture almost. He laughed heartily on recalling the number of occasions on which he lost his rubber boots wading through the muddy main street of Winnipeg prior to the institution of the wooden plank. I was told, by the way, not to mention this fact, as the Winnipegers may have a delegation call on him. Still there is a moral here for every salesman, a good lesson, too: "Get the order; don't stick in the mud"; or "It is better to lose your rubbers and get the order than save the former and lose the latter."

Ah! The East.

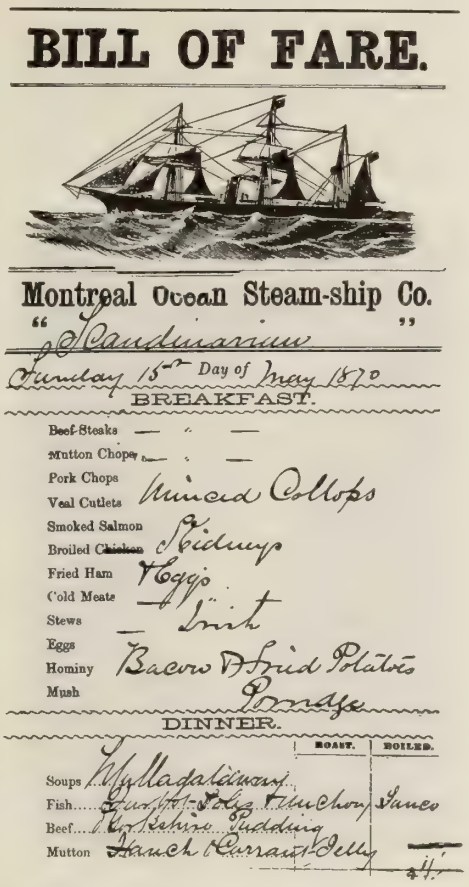
I said in the early part of this article Mr. Jonas still keeps young, in spite of hardships of earlier years. Let the traveler of to-day read the following few paragraphs and then say to himself "Why, I don't know I'm alive."

It used to take three days and more to reach Halifax from Montreal, there being no I.C.R. then. Island Pond in the U.S.A. was touched en route, and hotel accommodation was had at Bangor, Maine. The train arrived at last station at 7 p.m., and left same hour following morning.

This trip, though, was comfortable compared to that from St. John, N.B., to Yarmouth, N.S. Leaving the former at 8 a.m., the boat was taken to Digby, N.S., but instead of a comfortable train, the traveler had to mount a stage-coach, not knowing what kind of a reception he would receive from the next prospect, since there was not then the valuable educational force of a good trade paper to do the introductory work. The coach left at five in the afternoon and arrived at Yarmouth between six and seven following morning, sometimes later, an all-night drive. Four livery changes were made, sixteen horses in all being employed. This was called the Long Village Route, because there were houses all along the way. When the traveler arrived he was a Robinson Crusoe of a kind, as the sands from the continuous stretch of coast were thickly strewn on the road, and the horses kept kicking it up in the air, with the result that it not only covered clothes and all, but even trickled down the neck, etc. Add to this the swaying of the heavy trunks against which they had to lean, and you have a pretty good idea of the discomforts of 1870. In spite, though, of the abundance of sand, there was no sandbagging, so that the traveler merely risked broken health and not a broken head.

From New Glasgow to Antigonish was another coach stage of forty miles, and an arduous one, too.

"In spite of all this, I cannot say that business was bad," said Mr. Jonas. "Jobbers did not carry such heavy stocks, nor was the retailer so alive to his own powers of salesmanship as the trade press has made him to-day; still, taking into consideration the vast changes noticeable to-day, I have no reason to be dissatisfied with the volume of business I did then under the circumstances."



BILL OF FARE.

Montreal Ocean Steam-ship Co.

"Scandinavian"

Sunday 15th Day of May 1870

BREAKFAST.

Beef-Steaks — — —
Mutton Chops — — —
Pork Chops
Veal Cutlets Minced Collops
Smoked Salmon
Broiled Chicken Kidneys
Fried Ham Eggs
Cold Meats — Suet
Stews — —
Eggs
Hominy Bacon & Fried Potatoes
Mush Porridge

DINNER.

	ROAST.	BOILED.
Soups	Mulligatawny	
Fish		Lunch Potatoes Sauce
Beef	Yorkshire Pudding	
Mutton	Lunch Currant Jelly	

Top half of ocean steamship bill of fare used by Mr. Jonas in 1870 in coming to Canada first.

Ocean Travel.

This has little bearing on the grocery business, but a glimpse into 1870, when Mr. Jonas first crossed the Atlantic, and a glance at the menu card here shown, comprising the first meal he ate on his maiden voyage on what is the Allan Line of to-day, reveals a few interesting facts.

There was no cable and no wireless then; no S.O.S. messages or C.Q.D.'s could be sent out in mid-ocean. The only method of communicating with land was through the medium of carrier pigeons, and then they were useless if the vessel was at sea, further than the lasting powers of the bird. A wire was prepared in the ordinary way and handed to an officer. He would reduce it to the size of your little finger nail by a photographic process, and each message was placed under the wing of each of ten pigeons. For a dollar, therefore, it was possible to send ten messages, it being pretty certain that one of the ten birds would arrive. When they landed, the message was again enlarged, so that the recipient got the original handwriting, but not the same paper. That was the only difference.

Mr. Jonas is inclined to believe that his present robust appearance is due mostly to the arduous earlier days, and says that if Canada develops as strongly as it has done during past years grocers and every other merchant can look forward to a season of "Peace and Plenty."

DEATH OF CECIL JENKINS.

Was Secretary of Litster Pure Food Co. —Stricken Suddenly in Brockville.

The trade was grieved to learn during the week of the sudden and untimely death of Cecil Jenkins, secretary-treasurer of the Litster Pure Food Co., Toronto. It was due to a paralytic stroke which seized him in Brockville, where he went to attend the funeral of Jno. H. Gaffney, a traveler for the firm, whose death was announced a week ago in Canadian Grocer. This, unfortunately, did not constitute all his troubles for just a few days previously his mother had passed away in Toronto. An hour after she died her sister residing on the same street also died. Following their deaths, Mr. Jenkins was much depressed on going to Brockville and the doctors believe that it was greatly due to this that the stroke overtook him. He had intended taking Mr. Gaffney's place on the road for a couple of weeks.

Mr. Jenkins was born on Dec. 3, 1877, and had been with the Litster Pure Food Co. in association with James Litster since its inception some four or more years ago. Previously he was 18 years with Gowans, Kent & Co. He is survived by a wife and small daughter.

Grocers' Letter Box

Editor, Canadian Grocer.—Please let me know some firms who manufacture crocks?

Berlin, Ont. C. P. I.

Editorial Note.—We would refer this party to the Belleville Potting Co., of Belleville, Ont., and the Toronto Pottery Co., Toronto.

The Appointment of a Western Canada Editor

Chas. W. Byers to be Western Canada Editor of Canadian Grocer —Rapid Growth of the West Necessitates An Addition to Staff of Western Representatives—To Tour the West.

THE growth of the Western Canadian provinces has been so rapid, and of such importance, that Canadian Grocer has recognized the necessity of making additions to the western staff. In addition to the present Vancouver and Winnipeg representatives, Canadian Grocer will, from now on, have a Western Canada editor, in the person of Chas. W. Byers, with headquarters in Winnipeg.

Mr. Byers will tour the West in the interests of Canadian Grocer, and will keep closely in touch with the western grocery trade, studying trade and market conditions, and problems which confront the western retailer.

The appointment of a Western Canada editor will help to strengthen Canadian Grocer where it is already strong, and will demonstrate to our many readers in the West that Canadian Grocer is not slow to recognize any improved service which can be instituted for the benefit of the readers of this paper.

The step taken is but another evidence of the determination of Canadian Grocer to make the service given as efficient and thorough as possible, and to uphold the record which it has held for the past twenty-six years.

Chas. W. Byers, the western editor of Canadian Grocer, is well qualified for the position, as he has had a thorough newspaper and trade paper experience. His work has brought him in close touch with market conditions in the East, and the experience thus gained will prove invaluable in studying conditions in the West.

While he is a journalist first, and particularly an expert in matters pertaining to trade journalism, the day was when he served behind the counter, and experienced the sorrows and joys of the junior clerk. His father conducted a large retail business in a busy English mining district, which had branches, and extended over a wide area. At twelve years of age, he was put behind the counter and taught the rudiments of salesmanship.

Off and on, he was four or five years in the retail business, working either in the store or on the road. Because as a boy he helped the business in this manner, his father was able to provide money to send him to Nottingham University, though, even then, while studying engineering, he was expected during vacations and week-ends to help in the store.

Mr. Byers studied engineering under Professor William Robinson at Nottingham University, winning two scholarships there and graduating in 1906.

In June of that year Mr. Byers sailed for the United States, where he obtained his first position with the Sullivan Machinery Co., manufacturers of mining machinery, Claremont, N.H. After seven months in their shop, he was sent to operate their coal-cutting machines at Wind Rock, Tennessee. For eight months he worked in and around various mines in the Southern States, and returned north in the winter of 1907 to Cincinnati, Ohio, obtaining a post with Allis-Chalmers & Co., in their electrical shops.



CHAS. W. BYERS.

In 1908 he visited his home in England, and, on returning, worked for several months in the shops of the Vermont Farm Machinery Co. at Bellows Falls, Vt. It was while here that the Semet-Solvay Process Co., with whom Mr. Byers had been associated in Ensley, Ala., made him an offer to go to Detroit, there to conduct tests on their coke ovens, with a view to taking charge of a battery of new ovens which they were erecting. He accepted the post, and was with the company the greater part of 1909.

As winter approached, a temptation came to enter the journalistic field. Up to this time Mr. Byers had never written anything beyond corresponding for the newspaper in his home town.

He went to Ottawa and secured a position on the Evening Journal. In August, 1910, he received an offer to join the staff of the Hamilton Spectator and accepted, remaining with the latter paper until the following year, when he went to England for the coronation and returned to Canada just prior to the general elections. Because of his knowledge of the French language he was given a position on the editorial staff of the "Daily Witness," before long being appointed telegraph editor. He later became assistant to the city editor. After spending eighteen months with the "Witness" Mr. Byers joined the editorial staff of the MacLean Publishing Company, on the trade and technical papers, with headquarters at the Toronto office.

The western market reports will be enlarged, and will come under the supervision of Mr. Byers, who for the past few weeks has been studying particularly conditions in the trades in the East in preparation for assuming his Western responsibilities.

At the general meeting of the Trent Valley Canners, Limited, Trenton, Ont., officers were elected as follows: President, Capt. J. H. Sills, Trenton; vice-president, E. P. Cox, Consecon; general manager, A. Allan, Trenton; secretary, F. J. Watson, Toronto; Directors, Capt. Sills, E. P. Cox, R. Watkins, J. S. Kyle (Toronto), R. B. Scripture, A. Gungo (Brighton), Capt. A. E. Bywater (Trenton)

The financial report of the Shredded Wheat Co. for the year ended January 1, 1914, discloses net earnings, after allowing $42,804 for depreciation, of $939,238, which, after providing 6 per cent. on the preferred stock, leaves $864,500 available for the common stock, or at the rate of about 10 per cent. The larger portion of the cost of the new factory at Niagara Falls was met during the year out of net earnings.

Chicago has opened a municipal grocery store, the city council having recently authorized it with an appropriation of $25,000. Groceries, it is said, are selling to the poor at cost.

THE CLERKS' DEPARTMENT

SPLENDID REPLY FROM NOVA SCOTIA CLERK.

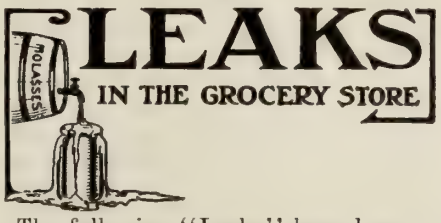
Editor, Clerks' Page.—In answering your question, re the difference in teas, I would like to give you a little of my experience along the tea line.

When we started in business 4 years ago, we never sold a pound of 40c tea, because we thought 30c tea cheaper to handle and just as good. But one day a tea traveler induced me to buy a case of tea asst., (I do nearly all the buying for my employer) and I told him he could put in ten pounds of 40c tea. When the tea came my employer asked me why I bought the 40c tea. I told him that he would make 10 per cent. more profit on the 40c tea and besides we would be giving our customers better value. So I started in to push the better grade of tea, with the result that to-day we haven't a pound of 30c tea in stock, and only keep it for people of doubtful character.

One of my customers was somewhat of a tea critic and when he asked me for a pound of tea I passed him down a pound of 40c tea. He told me he wanted 30c tea and said the only difference between the 30c and 40c tea, was the color of the package, and he for one, was not going to pay 10c extra, for the sake of a package with a fancier label. I asked him if he thought there was any difference in a barrel of flour that cost $5.00 and one that cost $7.00. He said: "Yes, but flour is different from tea." I asked him didn't he think he was paying an extra dollar and fifty cents for the fancy label on the barrel? I then told him there was just as much difference between the two teas as between the two flours, and that tea was packed and graded in different grades and that a pound of the forty-cent tea would go practically as far as two pounds of the thirty-cent line thereby saving him twenty cents, besides having a better tea with a much nicer flavor. Well, he took the 40c tea, and when he came with his next order I noticed "one pound of 40c tea" instead of the usual "two pounds of the 30c tea" and I asked why was it he only wanted one pound instead of two. He replied;—"I took the tea home and put the same amount of it in as I did with the cheaper grade and when I went to get a cup of tea I couldn't drink it; give me the forty-cent tea, no more 30c for mine." To-day we sell 20 pounds of 40c tea to one pound of 30 and 35c.

Sydney Mines, N.S.

"RETAIL CLERK."



The following "Leaks" have been received from a young salesman in a Western Ontario town:—

"Some grocery dealers, when the nut season is over, put them away in some obscure corner until the "next" season for them comes around. During this time the rats and mice have a feast. Why not shell the walnuts and almonds and put them in with the shelled nuts and sell them? This will enable him to buy fresh ones the next fall and they won't have a lot of left-over nuts. Or why not put them in bags and hang them from hooks in the ceiling of the warehouse until the next fall? This is a leak which many dealers fail to notice.

* * *

"A clerk in a western Ontario grocery store the other day, found, among other things, while cleaning out under a counter, a box of fancy table raisins. These were placed there when the season for them was on, but after the season for them was over, they were forgotten. If these raisins had been brought out the following autumn, picked from the stem and mixed with the cheap bulk raisins, they would have sold for something, even if it was only half price. As it was they were wormy and had to be thrown out."

THE ENCYCLOPAEDIA

GUAVA JELLY.

In Canada there is quite a quantity of guava jelly, syrup, etc., sold. These are prepared from the fruit of different guava shrubs or trees grown in Hawaii, West Indies, Central America and some other countries. The white guava tree resembles somewhat a cherry tree growing from 10 to 20 feet high. The red or apple-shaped guava is of a beautiful red color. For jelly, the fruit is gathered before quite ripe, cut up, a little water added and cooked, then strained through a thin cloth. It is then boiled with sugar. The rinds are often stewed in milk and made into marmalade.

Guava jelly has long been a favorite with the lovers of sweetmeats. In the rich, red, volcanic soil and remarkably even climate of the Hawaiian Islands the guava, like the pineapple, reaches a high degree of perfection. In Hawaii the guava grows wild on every hillside and valley, the soil and climate being so favorable that the fruit occurs semi-annually and grows unusually large and luscious. The juice, while properly tart, when boiled down with pure cane sugar, makes a beautifully transparent sweet jelly of the most delicious flavor.

The Hawaiin guava has a fine flavor, both red and white, and the care exercised in preserving, which is done under most modern sanitary conditions, has made this naturally pleasant and nutritious sweetmeat not only a delightful addition to many a meal, but also of real medicinal value for its superior quality of assimilation with the gastric juice. It has a very agreeable acid-sweet taste, and the perfect development of its saccharine qualities constitutes it a food of high value.

OBSERVATIONS OF THE CUB REPORTER.

Cultivate and exercise your imagination.

* * *

An ounce of illustration is worth a pound of explanation.

* * *

"Consistency," in the words of the poet, "thou art a jewel."

* * *

A good dog never leaves the trail once he scents the game.

* * *

To be able to see and appreciate only what has been done means death to progress.

* * *

A scrub woman can see a dollar after it is made; it requires a n inventive genius to see it before it is made.



ASSOCIATION NEWS

The Lethbridge, Alta., branch of the Merchant's Protective Association, of Canada, have re-elected for their 1914 officers, the former board. They are as follows:—President, J. W. Bawden; first vice-president, R. B. Morden; second vice-president, Louis Keel; secretary, N. B. Good; treasurer, E. U. Rylands.

* * *

A branch of the Retail Merchants' Association of Canada may be formed in Fredericton, New Brunswick. A meeting of the retail grocers of the city was held recently, having been called for the purpose of organizing a Retail Grocers' Association in Fredericton. C. H. Burtt acted as chairman, and during the meeting the proposal to organize a branch of the Retail Merchants' Association of Canada here was made. This is to be discussed later on.

* * *

CALGARY MERCHANTS DINE.

Calgary retail merchants maintain that if they must pay a business tax, why should not the doctors and lawyers? This was a question discussed recently at a dinner of the retail section of the Calgary Board of Trade. The consensus of opinion among the speakers was that they should.

Another point which received attention was that there were many instances of parties coming to the city, starting up business, remaining a few weeks and then clearing out, thereby escaping the business tax or the payment of any license. It was agreed to do everything possible to see to it that all petty jobbers were made to contribute to the city's revenue in the same fashion as the regular merchants were forced to do.

The retailers made it evident that they are not filled with admiration for the persons who sell bankrupt stock to the public, and it may be that in the near future some arrangement will be formulated whereby the retailers themselves will handle such stock.

Fake advertising came in for a considerable amount of censure, and the retailers are prepared to render every assistance in ridding the community of this evil.

J. H. Walker, the president presided. E. E. Clarke was appointed vice-president, and will act as chairman of the executive committee, which is composed of the following gentlemen: B. C. Binning, A. S. Nimmo, H. G. H. Glass, S. C. Freeze, R. L. Glover and J. Issley.

* * *

HOUSEWIFES' LEAGUE DISCUSSED

The Housewifes' League has apparently few terrors for the Toronto retail grocer. At the regular meeting of the Toronto R.G.A. on Monday night someone asked if any action should be taken regarding the band of women who have associated themselves with the league. Apart from the hint thrown out that the city had no right to countenance such selling in competition with the legitimate retailer who pays his taxes and helps maintain the city, the question was not seriously considered.

"'Tisn't causing us any worry," remarked one grocer.

"Not worth bothering about," ejaculated another.

One of the Housewifes' League approached Neil Carmichael, president of the Association recently with the desire to know what the latter thought of them. She was also explicit in stating that the league didn't want to hurt the retail grocer.

One grocer cited a case where the league had lost a customer early in their career. "She went down to buy eggs and a chicken, and was sold a 'chicken' hatched 'a year ago last spring' as the saleswoman told her. She paid 19 cents a pound for it. The eggs were wrapped in a parcel that came undone in the car on the way home and the people all laughed at her. She came into my store and bought some things and I sent the chicken home for her. After paying carfare down and back she said she wasn't in much and was quite emphatic in stating that she would never go again."

D. W. Clark maintained that the city council would be ill-advised in establishing more markets in Toronto. "We should take action," he said, "against the recommendation of the special committee which has reported that they be established. The St. Lawrence market was always a white elephant until the space was divided up and rented to individuals. They do not advocate opening jewelry or dry goods to compete against jewelers and dry goods dealers, but where profits are small as in the case of the grocer and butcher they want to start up next door to us who pay out our good money in taxes to help maintain the city.

"The city apparently," he added, "will spend $50,000 or more on opening these markets and they'll get your taxes and mine to help pay for their maintenance, which will tend to put us out of business."

On Mr. Clark's suggestion a resolution was passed to be sent to the city council condemning the proposal to open these other markets.

W. C. Miller and Mr. Clark reported on their trip to Hamilton to attend the executive meeting of the Ontario R.G.A., a report of which appears elsewhere in this issue.

* * *

IMPORTANCE OF THE RETAILER.

"There is no class of men in the trade whose confidence is as necessary to you as the retail grocers," was one of the remarks made by Jno. A. Green, secretary of the National R. G. A. of the U. S. to the canners at their national convention in Baltimore, Md., recently. His subject was "The Necessity for the Retailer's Confidence."

"It is they," he said, "who come in contact with the consumer, and one word detrimental to your goods from them would create a destructive influence, while a good word of recommendation will have much to do with creating a perpetual demand for your commodity."

Oscar B. McGlasson, president of the National Wholesale Grocers' Association, spoke on the promotion of the cause of pure food.

"The Federal Government," he said, owes no greater duty to its citizens than to see that the food offered for human consumption is the best that nature can produce and the purest that skill can make." He referred at length to the necessity of concentrated effort on the part of canners, jobbers and retailers for economy of distribution to the consumer.

In the opinion of John A. Lee, a Chicago broker, the retailer is the most important link in the chain of distribution.

"No one in all mercantile life," he maintained, "works harder than the retail grocer; long hours, exacting service, petty sales, unreasonable requirements and fierce competition surround and beset him and his reward is small. Very few retail grocers get rich and great numbers of them live humbly and die poor.

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

Universal Importing Co., grocery specialties, Montreal, have registered.

The annual meeting of the stock holders of Walter Baker & Co., of Canada, Ltd., was held recently in Montreal. The following were elected directors: H. C. Gallagher, Nathaniel H. Stone, Rudolph L. Agassiz, Robert F. Herrick, Thos. Nelson Perkins, William L. Putnam, Ellerton P. Whitney. Treasurer, Herbert Dabney; secretary, Herbert Dabney.

The death of Stephen S. Hall, head of the wholesale grocery firm of Hall & Fairweather, Ltd., St. John, N.B., and one of the best known of Eastern Canada's business men, has occasioned much regret amongst a wide circle of friends. He was 88 years of age, and had been in the grocery trade for many years. He conducted business alone from 1851 to 1854 when he formed a partnership with Charles H. Fairweather. They continued in business until 1894, when Mr. Fairweather died, and to-day the firm is still carrying on business under the name of Hall & Fairweather, with Wm. C. Cross as manager. Out of respect for the memory of the late Mr. Hall, all the other wholesale grocers in the city closed their places of business during the time of his funeral for about an hour, and the funeral was very largely attended.

Ontario.

Victoria Hooper, grocer, Hamilton, Ont., has sold to Davies Bros.

G. H. Lovell, Toronto, grocer, has been succeeded by Tane & Reynolds.

E. & F. Code, grocers, Fort William, Ont., have sold to J. S. Muldoon.

P. J. Kenney, general store, Blind River, is removing to Algoma Mills.

E. O. Haney recently opened a grocery store at 2286 Queen St. east, Toronto.

P. Glebe, Wellesley, Ont., groceries and liquors, has been succeeded by J. Kaufman.

O. B. Green, 241 King St., Hamilton, Ont., has purchased the business of Young Bros.

F. E. Robson, of F. E. Robson & Co., grocery brokers, Toronto, leaves for a trip to England on Feb. 25.

T. Snary, grocer, 822 Dundas street, Toronto, recently purchased the business there of the B. & F. Neat Co.

M. Adler, grocer, Ottawa, Ont., had a fire loss recently.

Geo. Collins, London, Ont., has sold his business to Blinn Bros.

Jno. B. Paine, of Jno. B. Paine Co., Ltd., was in Ottawa last week attending the Laundry Men's Convention.

The Chatsworth Market Association, 1005 Dundas street, Toronto, have added a stock of groceries to their provision store.

Chas. S. Simpson, fruit dealer, Colborne St., Toronto, is away on a trip to Bermuda, Florida, and other Southern countries.

Fire destroyed the general store of Walter Snelgrove, Mount Brydges, near London, Ont. His loss is estimated at $2,000 partly covered by insurance.

Arthur Jamieson, of Barrie, Ont., a traveler for David Morton & Sons' Soap Co., of Hamilton, Ont., was found dead in his room at a Guelph hotel last week.

Richard Matthews, a Yonge street, Toronto, grocer, was in Orangeville last week. Mr. Matthews says new-laid eggs were selling at 30 cents when he was there.

Wm. Smye, Hamilton, Ont., grocer, is somewhat indisposed these days. James Main, also of Hamilton, who has been in the South for some time is returning home.

Cherney's Grocery, Windsor, Ont., has been transferred from 39 Sandwich St. to 47-49 Ouellette avenue. Mr. Cherney's new store is a handsome one containing many new fixtures.

W. G. Patrick & Co., manufacturers' agents and importers, York street, Toronto, moved this week to offices and warehouse on Wellington Street, where the premises are larger.

W. A. McMaster & Co., Havelock, Ont., re-opened for business last week after a somewhat disastrous fire about four weeks ago. The loss was estimated at $7,000, partly covered by insurance.

W. H. Moody, managing director of the St. Thomas Packing Co., St. Thomas, Ont., will leave on Feb. 23 on a pleasure trip to his old home at Wiltshire, England. It is twenty-one years since Mr. Moody crossed the Atlantic.

The B. J. Johnson Soap Co., Ltd., have been given a Dominion charter to manufacture and deal in soaps of every kind and all goods having any connection therewith. The capital stock of the company is $100,000 and the head office will be at Toronto.

Thos. Shaw, a London, Ont. grocer, is president of the London Curling Club this year. He has demonstrated the fact that the presidents can sometimes win prizes by skipping to success a rink which captured the McNee trophy in the London City Bonspeil.

The grocers and clerks in the East End of Hamilton, held a meeting last week and strongly endorsed the Wednesday half holiday idea. Eric C. Jamiesson was in the chair with E. Henderson, secretary. The secretary will write the various labor unions asking that the support of their members and of their families be given the movement.

A number of Paris, Ont. merchants are after early closing and have secured more than the required number of signatures to the petition. This will be submitted to the council this month and will likely pass. It calls for early closing the first four nights of the week and at 9 o'clock on Friday and Saturday. Friday is the day many of the Paris mills pay their men and it is for this reason it is not included in the request.

Western Canada.

Emil Otto, grocer, Winnipeg, has sold to Lang & Smith.

M. Cramer has succeeded Soloway & Cramer, general store, Sheho, Sask.

A. A. E. Smith, grocer, Winnipeg, has been succeeded by W. P. McCormack.

Geo. Maskell, general store, Kipling, Sask., has been succeeded by Louie Krescy.

Jennings & Winterstein, general store, Bethune, Sask., have been succeeded by Jennings & Slater.

Marcott & Masson, general store, Howell, Sask., have been succeeded by Chas. Masson and Son.

D. Frazer & Son, of Winnipeg, have purchased the general store of Ayotte Bros., at Radville, Sask.

Portage La Prairie, Man., is to have a co-operative store. The promoters expect to sell 500 shares at $10 per share before the store is opened.

The Overland Department store has opened in Redcliffe, Alta., with three departments: groceries, dry goods, and boots and shoes. D. MacAllister is the proprietor and Alex. Clachrie the manager.

Available Supply of White Beans Not Large

This is Due Perhaps to Farmers Holding Back Stocks—Prunes Are Very Firm—Advances in Prices of Bovril and in Tuckett's Tobaccos—Sugar Market Marking Time.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
Market rather quiet.
Prices about same.

FRUITS AND VEGETABLES—
Markets inclined to quietness.
Potato situation strong.

FISH AND OYSTERS—
Shipment of Newfoundland herring received.
Live lobsters up 5c.
Boiled lobsters up 2c.
Tommy cods drop 10c to $1.70.

FLOUR AND CEREALS—
Flour situation stronger.
No change in mill feeds or cereals.

GENERAL GROCERIES—
Sugar market unchanged.
Tea situation discussed.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
New laid eggs 36c.
No. 1 storage, 32c.
Decline in other grades of eggs.
Fresh made butter up to 34 and 35c.
Cheese firm.

FLOUR AND CEREALS—
Flour firmer.
Rolled oats $2.05 to $2.20.
Oatmeal $2.31 to $2.41.
Feed flour $1.55 to $1.60.

FRUITS AND VEGETABLES—
Markets quiet.
Rhubarb down to $1 a dozen.
California cauliflower, $1.50 per doz.
Hothouse tomatoes up 5c.

FISH AND OYSTERS—
Market quieter.
Lobsters and haddies scarce.
No change in prices.

GENERAL GROCERIES—
Prunes and beans very firm.
Coffee and rice situation discussed.
Advances in Bovril and Tuckett's tobaccos.

CANNED GOODS.

Shrimps are very scarce and high in price in spite of the fact that opening prices were fairly low. The reason is the shortness of the pack, and it appears that a lot of orders have been carried over from the fall pack to be filled from the spring pack, and all orders booked now for spring delivery are made subject to the size of the spring pack.

QUEBEC MARKETS.

MONTREAL.—Local market this last week has not been quite so busy as during preceding weeks, but towards latter end of week things began to pick up, and at present it looks as if considerable business will pass during next week or two in preparation of Lenten season, which always has a stimulating tendency. Collections are quite normal, and, although there does not seem to be too much money in circulation, there is apparently enough to keep books in good shape, as local dealers claim that there has been big improvement since first of year.

SUGAR.—Tone of market at present is rather easy, and, although there has been number of reports to effect that sugar would stiffen up again, it is not thought that there will be any material change for some time to come. Market for raws is also easy, and at present there seems to be plenty of sugar to be had. Consumption also is quite satisfying, and amount of sugar that is passing from first hands is more than seasonable. Marmalade season has had tendency to help demand along, and present figures look good for some time to come.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 85
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—There has been no change recorded during week as regards prices, although it can be said that so far as prunes are concerned present prices are very firm. It is also reported that present stocks are running low under increased demand. Other lines are subject to better demand, although their prices are no more than holding their own. Stocks are quite plentiful for all lines except prunes, as stated above.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08¼
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	3 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—There is still very strong feeling as regards Japans, and same may be said with reference to Ceylons. Chinas seem to be at standstill, and are in need of whole lot of stimulation. There is always very light demand for them, however, but when a comparison is made with others there does not seem to be much business passing. Demand is very good, indeed, and is over and above expectation, with same prices in effect.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 28
Hyson	....	0 22
Spanish No. 1	....	0 12½
Virginia No. 1	....	0 13½
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 60

COFFEE.—There is steady and strong demand for coffee of every description. Orders are quite frequent from country buyers, although they are not for any great size. It is reported that high-grades are exceedingly hard to get at present time, but other stocks are quite ample to fill requirements. Following prices still hold.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 10	0 12

RICE AND TAPIOCA.—Stocks held at present time are quite plentiful, and will meet all requirements, which are beginning to get trifle larger. Apparently some of country merchants are beginning to put in their stock of rice, as movement in this market during week has been more than normal. Taking this market on whole, demand is very good for small lots, with same prices in effect. It must be stated again, though, that cheaper prices are predicted by prac-

tically all local dealers for spring rice, which will be on this market in a few weeks' time, first consignment being on way now. Conditions in Japan were such this year that a much better crop was gathered, and ideal harvesting weather helps to a great extent.

	Per cwt.
Rangoon Rice—	
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 29
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	**Per cwt.**
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	**Per lb.**
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¼ 0 05½
Quarter bags, 56 lbs.	0 05⅜ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

SPICES.—The market, as usual, has not seen any changes during the week, and same demand is in evidence, together with prices which were quoted last week.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 96
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Barrels boxes 2 cents per lb. below tins. Pails or 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

MOLASSES AND SYRUPS.—Owing to approach of Lent there has been considerable movement in this market, and business which has been done during the past week is far in excess of anything carried on for some time back. Next week or two is also expected to be quite heavy in this market, as Lenten season generally brings forth some stimulation. Prices remain unchanged from one week ago.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.40	.37	.35
Barrels	.43	.40	.38
Half barrels	.45	.42	.40

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., $1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lbs. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple Sugar, pure, per lb.	0 10 0 11

NUTS.—Although there is moderate demand at present time, it cannot be said that present stocks are heavy; in fact, it is reported that they are light, although ample to fill requirements, with one exception, that being Tarragona almonds, which are reported as being scarce. Present prices are same as one week ago, and are very firm.

Shelled walnuts, per lb.	0 37	0 39
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Finest filberts	....	0 13
Pecan	....	0 18
Almonds	....	0 19
Walnuts	....	0 18
Brazils	....	0 24
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—Demand has been stimulated to quite an extent by approach of Lent, which is not far off now. This market is always subject to more attention at this season of year owing to number of persons who observe Lent. There is always good demand for peas in this market, as French take very kindly to them. Prices are unchanged from one week ago.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

ONTARIO MARKETS.

Toronto, Feb. 18.—As indicated last week, a number of jobbers are finding business slightly slacker the last ten days or two weeks than it was previously. There are no complaints to be heard, however, and, while none are rushed, all seem to be enjoying very fair trade for this season of year. Sugar situation is now largely in waiting condition. An advance of about 10 per cent. in Bovril has taken place, and Tucketts tobacco have advanced in the cut lines. Tea continues firm, and at London auctions on February 17th prices were a farthing higher, with quality offered not any too good.

SUGAR.—As pointed out above, this market is in waiting condition in anticipation of U.S. Customs reductions, with consumption dropping off to moderate amount. At same time New York refined has advanced 10 points with one refiner, while Federal will accept business to a moderate extent at $4.05, and Howell Refinery have withdrawn from market for time being. At the moment the tone of raws is easier. Refiners having amply anticipated requirements, are indifferent to present offerings, so that sales can only be effected at fractional concessions, and one lot of 40,000 bags was sold this week at 1/32 off recent highest, or, say, 2 3/32 c. and f. New York for 96 test Cubas. Prices, however, are irregular owing to near approach of reduction in sugar duties.

In Europe prices are about same, and some attention is being paid to sowings for new crop. At time of writing it is not anticipated that there will be much, if any, reduction, and general opinion is that sowings will be same as last year.

Russia, however, on account of shortages in her local markets, will not export any sugar westward. This fact is interesting in itself, and is worthy of note.

Locally, prices are unchanged, and at present only a hand-to-mouth enquiry for hand-to-mouth requirements is passing.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 16
25 lb. boxes	5 36
Cartons (20 to case)	0 36
Cartons (50 to case)	0 18
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—As indicated last week, situation in prunes is very strong, and while no further advances this week have taken place, advances are not improbable in near future. It would appear that most of prunes used here this year have been Oregons, and these are about cleaned up. Apricots are still high, and general opinion is that peaches will go no lower. Primary markets in raisins are said to be considerably stronger than local markets, reason given being that raisins are not selling well here just now. It is expected, however, that sales will increase in spring. Evaporated apples are very firm. No change in prices has taken place.

Apples, evaporated, new, per lb.	0 09	0 09½
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 16½	0 17
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	....	0 13
Orange	....	0 13
Citron	0 17	0 19
Currants—		
Filiatras, per lb.	....	0 06¾
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 07	0 08
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05½
Prunes—		
30-40s, Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12½	0 14
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¼
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 09½
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06½	0 07
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 09¼

DRIED VEGETABLES.—No change in prices to report this week. Beans of better quality are getting to be in strong situation, as supplies are not coming forward any too readily, as pointed out last week, and demand is very large. Advances should not be a surprise.

Beans—	Per bushel.	
Canadian primes	....	2 10
Canadian, extra H. P.	....	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07½	0 08
Peas, blue Canadian, per bush.	2 00	2 25
Peas, green, imported, bush.	....	2 40

COFFEE.—While local market is about stationary, as far as regards prices, mild coffees are firm owing to conditions prevailing in countries of growth, and few deliveries are coming forward. Bogotas are said to be particularly scarce owing to low water in Magdalena River. Brazils are firm, with better grades, 4's and better, commanding a premium. Estimates on growing crop, however, have been increased somewhat owing to better weather conditions.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

RICE AND TAPIOCA.—A couple of Toronto rice men report that advices from London state that rice prices will likely go higher than at present. Opening prices this year are considered rather low, particularly in Siams, and Rangoons on present basis are also cheap. One authority here states, moreover, that on account of floods in Japan the Government of that country has restricted export. In Java, he also states, crops are so that a shortage is feared, and importations of Rangoons had to be made. The same authority says, however, that Patnas may possibly decline. The trade might do well to keep their eye on this market.

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05
Flake	....	0 09½

NUTS.—

In shell—	Per lb.	
Almonds, Tarragona, new	0 18	0 18½
Brazils, medium	0 21	0 22
Brazils, large, washed	....	0 20
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 45	0 48
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 38	0 40

SPICES—

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole		0 12—0 15
Cinnamon, whole		0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia		0 25—0 35
Cloves, whole		0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 32—0 34
Curry powder		—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole		0 22—0 25
Ginger, African, ground		—0 16
Mace		0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s		—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins		—0 50
Pastry spice		—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole		0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole		0 26—0 28
Pickling spice		—0 15
Turmeric		0 25—0 35

SYRUPS AND MOLASSES.—

Syrups—	Per case.	
2 lb. tins, 2 doz. in case	....	2 50
5 lb. tins, 1 doz. in case	....	2 85
10 lb. tins, ½ doz. in case	....	2 75
20 lb. tins, ¼ doz. in case	....	2 70
Barrels, per lb.	....	0 03½
Half barrels, lb.	....	0 03¾
Quarter barrels, lb.	....	0 04
Pails, 38½ lbs. each	....	1 85
Pails, 25 lbs. each	....	1 35
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbadoes, fancy, barrels	0 45	0 47
Barbadoes, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case	....	4 80
½ gals., 12 to case	....	5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case	....	7 25
Quarts, 24 to case	7 25	3 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

RISE IN TUCKETT'S TOBACCOS.

An advance in the price of cut tobaccos has been made by the Tuckett Company. This is owing to the increase in price of raw material, and it is held that tobaccos of all kinds have been advancing for last few years. While the price is raised from 84 cents per large package to 91 and 92 cents, the packages will now contain eleven small packages to the pound, instead of ten as formerly.

ADVANCE IN BOVRIL.

The high cost of cattle, due to the growing world demand for beef disproportionate to the increase in production, is given as the cause for the Bovril Company advancing their prices. Prices now in effect are as follows:—

1 oz.	bottles	per doz.	$2.20
2 "	"	" "	4.10
4 "	"	" "	7.70
8 "	"	" "	14.00
16 "	"	" "	24.90

This will be seen to be an advance of about 10 per cent.

CANNED GOODS.

MONTREAL.—There is a great business being carried on in many lines at present, particularly so in canned fish, which is moving out in large quantities in preparation of Lenten trade, which will start in very shortly. As regards vegetables, demand is pretty well distributed, and is strong and steady. As stated last week, if present demand keeps up there is almost bound to be higher prices asked, as there is not overabundance of stock in any line with exception of tomatoes, which are very plentiful.

FRUITS.

Apples—	
3's, Standard	1 07½
3's Preserved	1 50
Gals., Standard	3 02½
Gals., Preserved	4 05
Blueberries—	
2's (Huckleberries) standard	1 50
2's (Huckleberries) preserved	1 80
Gals. (Huckleberries) standard	6 55
2's Black Cherries, pitted H.S.	1 95
2's Black Cherries, not pitted H.S.	1 55
2's Red, Ptd, Cherries, H.S.	1 95
2's Not Ptd., Red Cherries, H.S.	1 55
Gals., Ptd., Cherries	8 55
Gals., Not Ptd., Cherries	8 05
2's Cherries, White, Not Ptd., H.S.	1 55
2's Cherries, White Ptd., H.S.	1 95
2's Black Currants, H.S.	1 95
2's Preserved, Black Currants	2 30
Gals. Black Currants, standard	5 30
Gals. Black Currants, solid pack	8 30
2's Red Currants, H.S.	1 95
2's Red Preserved Currants	2 30
Gal. Red Currants, standard	5 30
Gals. Red Currants, solid pack	8 30
2's Gooseberries, H.S.	1 80
2's Gooseberries, Preserved	7 05
Gals. Gooseberries, standard	7 05
Gals. Gooseberries, solid pack	8 80
Grapes—	
2's, white, Niagara, preserved	1 40
Gals., white, Niagara ,standard	3 30
2's Pineapple, sliced, H.S. White Bahama	1 95
2's Pineapple, grated, H.S. White Bahama	1 50
2's Pineapple, whole, H.S. White Bahama	1 95
3's Pineapple, whole, H.S. White Bahama	2 50
2's Pineapple, sliced	2 02½
Peaches—	
2's white, heavy syrup	1 30
2½'s white, heavy syrup	1 80
3's white, heavy syrup	1 90
1½'s yellow, flats, heavy syrup	1 12½
2's yellow, heavy syrup	1 42½
2½'s yellow, heavy syrup	1 80
3's yellow, heavy syrup	1 90
3's yellow, whole, heavy syrup	1 55
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Pie fruits, assorted, gals. (add 5 per cent.)	....
Pears—	
2's Bartlett, heavy syrup	1 55
2½'s Bartlett, heavy syrup	1 80
3's Bartlett, heavy syrup	2 05
2's Flemish beauty, heavy syrup	1 50
2½'s Flemish beauty, heavy syrup	1 75
3's Flemish beauty, heavy syrup	2 00
2's Keiffers, heavy syrup	1 30
2½'s Keiffers, heavy syrup	1 55
3's Keiffers, heavy syrup	1 80
2's light syrup globe	1 12½
3's light syrup, globe	1 40
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Plums—	
2's Damson, light syrup	92½
3's, Damson, light syrup	1 30
2's Damson, heavy syrup	1 00
3's Damson, heavy syrup	1 40
Gals., Damson, standard	2 80
2's egg, heavy syrup	1 10
2½'s, egg, heavy syrup	1 40
3's egg, heavy syrup	1 50
2's, green gage, light syrup	1 02½
2's green gage, heavy syrup	1 10
3's green gage, light syrup	1 40
3's, green gage, heavy syrup	1 50
Gals., green gage, standard	3 05
2's, Lombard, light syrup	92½
2½'s, Lombard, light syrup	1 10
2's, Lombard, heavy syrup	1 00
2½'s, Lombard, heavy syrup	1 30
3's, Lombard, heavy syrup	1 40
Gals., Lombard standard	2 80
2's Rhubarb, preserved	1 55
3's Rhubarb, preserved	2 30
Gals. Rhubarb, standard	3 55
2's Strawberries, H.S.	2 17½
2's Strawberries, preserved	2 32½
Gals. Strawberries, standard	7 55
Gals. Strawberries, solid pack	9 80
Lawtonberries—	
2's Blackberries H.S.	1 95
2's preserved	2 15
Raspberries—	
Gals. standard	7 05
2's black, H.S.	1 95
2's black, preserved	2 15
Gals., black, standard	7 05
Gals., black, solid pack	9 30
2's red, H.S.	1 95
2's red, preserved	2 15
Gals., red, standard	7 30
Gals., red, solid pack	9 30

Group B, 2½ cents less per dozen.

VEGETABLES.

Ontario and Quebec Prices.

	Group A, per doz.
2's Asparagus Tips	2 30
2's Asparagus butts	1 45
2's Beets, sliced, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Rosebud	1 30
3's Beets, sliced, Blood Red, Simcoe	1 35
3's Beets, whole, Blood Red, Simcoe	1 40
3's Beets, whole, Blood Red, Rosebud	1 55

	Group A
Beans—	
2's, golden wax, midget, Auto brand	1 17½
2's, golden wax	0 87½
3's, golden wax	1 25
Gallon, golden wax	3 55
2's Refugee or Valentine (green)	0 87½
3's, Refugee (green)	1 25
2's, Refugee, midget, Auto brand	1 17½
Gallons, Refugee	3 55
(Group B is 2½c doz. less in each case.)	
Beans—	
2's Crystal wax	0 97½
2's Lima	1 20
2's Red kidney	1 00
3's Cabbage	1 00
2's Carrots	1 00
3's Carrots	1 30
2's	1 40
3's	1 80
Corn—	
2's	0 95
2's fancy	1 05
Gals., on cob	4 55
Parsnips—	
2's	1 00
3's	1 20
Peas—	
2's Extra Fine Sifted, Grade 1	1 30
2's Sweet Wrinkle, Grade 2	0 90
2's Early June, Grade 3	0 87½
2's Standard, Grade 4	0 85
Gals. Sweet Wrinkle, Grade 2	4 30
Gals. Early June, Grade 3	4 15
Gals. Standards, Grade 4	4 05
Pumpkin—	
2's	0 52½
2½'s	0 75
3's	0 85
Gals.	2 30
Sauer Kraut—	
2½'s, Simcoe	0 95
3's, Simcoe	1 00
Gals. Simcoe	2 80
Spinach—	
2's Table	1 30
3's Table	1 80
Gals. Table	5 32½
Squash—	
3's	1 00
Gals.	2 80
Succotash, 2's	1 00
Tomatoes—	
2's	0 87½
2½'s	0 95
3's	1 00
Gals.	2 99½
Turnips, 3's	1 00
Salmon—	
Fraser River Sockeyes—	
1 lb. tails, dozen	1 95 — 2 00
1 lb. flats, dozen	2 07½ — 2 12½
½ lb. flats, dozen	1 27½ — 1 32½
Northern River Sockeyes, dozen	1 90
Red Springs, dozen	1 90
Cohoes, dozen	1 45
Pinks, dozen	1 00
Sardines—	
Domestic, quarters, case	3 75 — 3 85
French, quarters, case	14 00 — 16 00
Norwegian, quarters, case	8 00 — 11 00

MANITOBA MARKETS.

POINTERS:—

Tea—Prices are advancing.

Beans.—Decline 5c to 15c per bushel.

Winnipeg, Feb. 18.—Many travelers are now in off the road entertaining customers during the Bonspiel, but wholesalers report a satisfactory volume of business and the utmost confidence in the business outlook.

There is some further adjustment in price lists this week, but on the whole staple lines hold steady.

Retailers report somewhat slack times during the extremely cold weather that prevailed last week; this may be in part due to quiet times in the industrial situation and to heavier expense entailed in increased consumption of fuel.

Lenten goods will shortly be featured in all up-to-date grocery stores, and dried fruits should sell well, as green fruits, except oranges, are scarce and dear.

SUGARS AND SYRUPS.—News is featureless in these lines; demand steady; prices steady; stocks ample. There seems no immediate prospects of any changes.

	Per cwt. in sacks.
Sugar, Eastern—	
Extra standard granulated	4 80
Extra ground or icing	5 30
Powdered	5 10
Chestnuts, per lb.	0 20 — 0 25
Lumps, hard	5 60
Montreal, yellow	4 30
Sugar, B.C.—	
Extra standard granulated	4 80
Yellow sugar, No. 1	4 40
Yellow sugar, No. 2	4 25
Yellow sugar, No. 3	4 15
Bar sugar	4 5
Icing sugar	5 15
Powdered sugar	4 95
H. P. lumps	5 65
Sugar packed in barrels 5c per cwt. more.	
Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-1b. tins, ¼ doz. in case	2 77
Cases, 10-lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ½ doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
B. C. Cane Syrups—	
2 lb. tins, 2 doz. to case, per cs.	2 85
5 lb. tins, 1 doz. to case, per cs.	3 20
10 lb. tins, ½ doz. to case, per cs.	3 00
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	

	Per gal.
Molasses—	
Barbadoes	0 45 — 0 50
New Orleans	0 33 — 0 35
Maple Syrups—	Per case.
Imperial quarts, case 2 doz.	5 20
Imperial ½ gals., 1 doz.	4 75

DRIED FRUITS.—Scarcity of green fruits has given some impetus to business in dried fruits, and they are a valuable line to feature at this season.

	Per lb.
Apricots—	
Extra choice	0 18½
Choice	0 18
Standard	0 17
Slab	0 15
Currants—	
Dry clean	0 07¼
Washed	0 07¾
1 lb. package	0 08¾
2 lb. package	0 17¾
Dates, Hallowi, per lb.	0 07
Figs, Cooking—	
Choice, boxes	0 06¼
Half boxes	0 06½
Half bags	0 05¼
Nectarines	0 11
Prunes, in 25-lb. boxes—	
90 to 100	0 07
80 to 90	0 08½
70 to 80	0 08
60 to 70	0 08¾
50 to 60	0 09½
40 to 50	0 12
Raisins, Valencias—	
Valencia selects, 28's	1 82
Valencia selects 14's	0 94
Valencia layers, 28's	1 90
Valencia layers, 14's	0 97
Raisins, Sultanas—	
California	0 09¾
Smyrnas	0 12 — 0 14
Raisins, Muscatels—	
3 crown, loose, 50s	0 07¾
3 crown, loose, 25s	0 08¼
Choice seeded, package	0 09
Extra fancy seeded, package	0 10

TEAS AND COFFEES.—As stated in previous issues, tea is very firm and prices are steadily advancing in the leading markets. Coffee is unchanged and steady.

	Per lb.
Coffee—	
Rio, No. 5, green	0 13¼
Rio, roasted	0 18
Santos, green	0 18
Santos, roasted	0 21
Chicory, per lb.	0 11¼
Teas—	
China, blacks, choice	0 25 — 0 40
India and Ceylon, choice	0 32 — 0 40
Japans, choice	0 35 — 0 45

BEANS.—Prices on beans are a little easier, while those on pot and pearl barley are stiffer. Demand for these staples has improved somewhat with colder weather.

Beans—	
Austrian, hand picked	2 40
3 lb. picker	2 20
Peas—	
Split peas, sack, 98 lbs.	3 40
Whole peas, bushel	2 15
Barley—	
Pot, per sack, 98 lbs.	3 25
Pearl, per sack, 98 lbs.	4 65

NUTS.—There is nothing new to report in the nut trade, which is quite up to the average of other winters.

	Per lb.
In shell—	
Almonds, Tarragona	0 17
Filberts, Sicily	0 12¾
Peanuts, Jumbos, roasted	0 14
Peanuts, choice, roasted	0 11
Pecans	0 22
Walnuts, Grenoble	0 16
Walnuts, Marbot	0 13½
Shelled—	
Almonds	0 41
Walnuts	0 33

SASKATCHEWAN MARKETS.

(By Wire.)

Regina, Feb. 18.—The weather is milder here. Creamery butter has declined five cents. Oranges and lemons are lower owing, it is said, to local wholesale firm opening a line of fruit. Rice has declined one-half cent. Tucketts advanced prices of a number of lines of tobacco. Dairy butter except No. 1 appears to be a drug, receipts being heavy.

H. G. Smith Limited, wholesale grocers, Regina, opened a line of wholesale fruit last week. This caused a stir among fruit dealers and competition was strong for few days with result oranges are down $1.00 per case and lemons $1.25.

Produce and Provisions—		
Butter, creamery, per lb.	0 31	0 32
Butter, dairy, No. 1, 26c; No. 2		0 20
Cheese, per lb.	0 16¾	0 16½
Eggs, fresh, per doz.		0 40
Lard, 3's, per case		8 15
Lard, 5's, per case		8 05
Lard, 10's, per case		7 90
Lard, 20's, each		2 75
Dried Fruits—		
Apricots, choice		0 17¾
Currants, gulf cleaned		0 08¼
Figs, natural 6's		0 06¾
Evaporated apples, per lb.		0 09½
Dried peaches, 25s		0 09
Dried peaches, choice, 25s		0 09½
Prunes, 70-80, 25s		0 08¾
Raisins, muscatels, 50s		0 07¾
Raisins, muscatels, 25s		0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.		1 25
Grape fruit, Florida		6 00
Lemons, Messina		5 00
Lemons, California		4 75
Oranges, navel	2 50	3 00
Onions, Val.	2 75	5 00
Tomatoes, Cal., case		2 75
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts		0 14½
Walnuts		0 19
General—		
Potatoes, per bushel		0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel		2 85
Coffee, whole, roasted, Rio		0 17
Rice, per cwt.		4 00
Sugar, standard, gran., per cwt.		5 17
Sugar, yellow, per cwt.		4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.		3 82
Corn, standard, per 2 dozen		2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches		2 91
Strawberries and raspberries		4 20
Tomatoes, standard, per dozen		2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 60
Sockeye, ½s		9 80
Red springs, 1s		6 70
Cohoes, 1's, $5.50; hump back 1's		3 80

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, Feb. 18.—Markets are about the same. Bad weather has hurt business during the last fortnight being cold and stormy. There are not many changes in quotations. The onion market is of leading interest prices having greatly advanced. Stocks are scarce locally and are being quoted at $3.00 bag. Ontario flour higher at $5.65 with no further changes expected in near future. Lower prices are possible in rolled oats, the market being unsettled on account of some dealers underselling. Provision market is firm. Molasses is easier at 31 and 32 cents with no new crop goods expected till March. Dairy products are about same. Butter is expected to be easier soon and eggs are a shade firmer.

(Continued on next page.)

Developing Sales in the Fish Department

Montreal Dealer Takes Advantage of Customers' Requests to Push Sales of Sea Foods—Comparison of Cost of Fish and Beef—High Nutritive Qualities of Former.

A Montreal dealer in discussing fish sales with Canadian Grocer remarked that these merchants who say they cannot find a market for sea-foods are either admitting backwardness or are covering up a prejudice by use of a plea of inability.

The other day a customer telephoned the store in question along these lines: "I wish you could recommend something cheap and tasty for lunch to-day. That bill of mine is creeping up every week, fresh meat is so dear." The retailer immediately sympathized and said: "Well, madam, all kinds of beef are a little bit high. Why not let me send you along a few varieties of fish. You know that this is a line which offers you all kinds of opportunities for economy and yet it is just as tasty in certain cases as the juiciest steak procurable. The price has not varied much in years, so if you will allow me to put you on my 'Three times a week fish list' you will not only do me a favor but also feel satisfied yourself."

The result was that this customer accepted her dealer's advice—as customers of good dealers usually do No dealer really knows to what extent he has the confidence of his customers until he makes a test.

She takes supplies every week now and inquiry goes to show that she is more satisfied with the reduction in her weekly bill.

The Existing Possibilities.

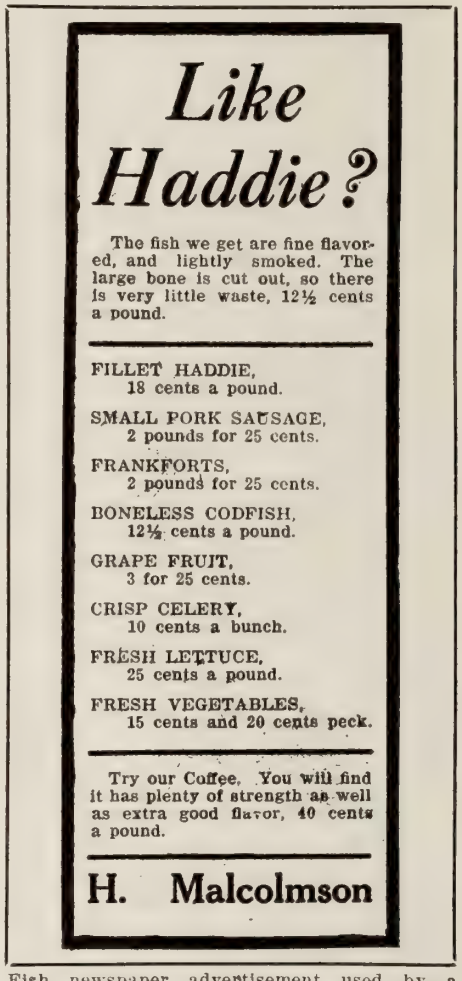
But why shouldn't the grocer get right down to business himself along these lines? Is the trade aware of the fact that the most carefully conducted experiments go to show that one pound of fish is equal in nutritive value to one pound of beef? Just compare the cost per pound of each, then, and see if there are no enormous possibilities for a well-regulated fish department.

Another truth is that fish is of greater nourishing value to the man who is continually indoors or occupying sedentary occupations than other foods. This is quoting eminent authorities.

In a recent issue it was pointed out that the amount of fish handled, per year in Canada is growing all the time, but it is not increasing as it should, and the dealer is the man who to a certain extent constitutes an obstacle. It lies within his reach to help customers economize this winter, and benefit himself because the more fish business he gets the less trade will go to competitors.

But how is the merchant an obstacle? Well, he is not handling fish, and by not handling them he is hindering consumption, because he knows that he is in a position to sell quantities if he can simply make up his mind to do so.

In any large city in the United Kingdom, such as Liverpool, Manchester, Aberdeen, Glasgow, Belfast, etc., there is more fish consumed in one week than all Canada disposes of in two or three months. This statement is not



Fish newspaper advertisement used by a Chatham, Ont., dealer recently.

astounding. The public are awake to its value; things have not been "booming" to such an extent there as here and so fish has become a regular article of diet. The taste for fresh meat is not so extravagantly pronounced there. Dealers on the streets at night make a handsome living vending "fish and chips" while the much talked of "night fish shop" is kept busy all the time. This is not cited with a view to suggesting to dealers here that they go out on the streets to sell fish but just to show how it is considered over there.

Use the Newspaper.

Having these facts in one's possession there appears to be a better field for selling fish in this country. Why not contract for a small amount of space in the local paper and have something different about fish there every week? You will soon see results. Here are a few headline suggestions. "Fish Is Body-Building Food;" "Fish Sustains;" "Reduce Your Meat Bill by Buying Fish," etc.

In addition why not select about fifty of your very best customers and get after them hard by phone and personal interview suggesting that they make Tuesdays and Fridays their steady fish days, at the same time guaranteeing that you will then have the choicest of supplies for them. A dealer should prove successful in this if he simply plays the part suggested, strongly. This trade will be further increased by demand from poorer families who will come as a matter of course.

NEW BRUNSWICK MARKET.

(Continued from page 41.)

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	27 00	28 00
Pork, domestic, per bbl.	....	29 00
Butter, dairy, per lb.	0 26	0 27
Butter, creamery, per lb.	0 29	0 30
Cheese, per lb.	0 15¾	0 16
Eggs, in case, 30-35c; hennery	0 40	0 45
Lard, compound, per lb.	0 11¾	0 12
Lard, pure, per lb.	0 15¼	0 15¾
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 70
Flour, Manitoba, per bbl.	....	6 25
Flour, Ontario, per bbl.	....	5 65
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 00
Potatoes, barrel	1 40	1 80
Sugar—		
Standard granulated	4 40	4 50
United Empire	4 10	4 20
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 80
Molasses, Barbados, fancy	0 31	0 32
Onions, per bag	....	3 00
Currants, ls, per lb.	0 08	0 08¾
Raisins, California, seeded	0 09¾	0 10¾
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Yellow eye	3 60	3 70
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

WINNIPEG.

FRUITS AND VEGETABLES.—Potatoes are high, and likely to be very dear before spring. Ontario apples are up $1 per barrel. Seville oranges are on the market at $1.50 per case.

Seville oranges, case	....	1 50
Navel oranges, case	2 75	3 25
California lemons	....	6 50
Messina lemons	....	6 00
Washington apples, box	2 00	2 75
Ontario apples, bbls.	5 00	7 00
Florida grape fruit, case	....	5 75
Cocoanuts, dozen	....	1 25
Malaga grapes, keg	6 50	8 00
Cape Cod cranberries, bbl.	11 00	12 00
Chestnuts, per lb.	....	0 16
Valencia onions, crate	....	4 50
Potatoes, per bushel	....	0 90
Potatoes, car lots	....	0 80

FLOUR AND CEREALS.—There is an improving export demand for flour, which may have an important bearing on prices before the next crop comes in.

FLOUR and CEREALS

Greater Strength in Flour; No Change in Mill Feeds

Ontario Wheat Scarce — Rolled Oats and Oatmeal Slightly Firmer—Feed Flour Quoted as High as $1.60.

As stated last week there are no reliable reports to be had as to real condition of growing winter wheat crop of the United States. It is worthy of note, however, that this year's winter crop there, covers the largest acreage on record and so far no injury has been reported. The northern portion of the winter wheat belt has a good blanket of snow and this is a favorable feature.

In spite of the fact that estimates have reduced the Argentina surplus of wheat for export to 40,000,000 bushels, said to be the smallest estimate this season, that country has been supplying Europe in fairly liberal quantities, being well in advance of 1912, although considerably behind 1913, which was a record year. The quality of Argentine wheat is complained of as being inferior this year, and as a result, United States wheat has been exported to Brazil for the first time. In consequence of United States raising a good wheat crop and a poor corn crop, and Argentina turning out a poor corn crop, the United States is bringing corn north, and sending wheat south for the first time on record.

MONTREAL.

FLOUR.—There is still a strong feeling in local market and business that is passing at present shows quite an increase over that of a few weeks ago. This may be partially explained by fact that local millers will not sell mill feeds without an order for so much flour coming with mill feed order. Apart from that fact though, there is a much healthier feeling in existence and business is picking up remarkably well. Prices, however, are unchanged from one week ago.

	Small lots, in bags. per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	
	Car lots. / Small lots.
Winter Wheat Flour—	
Fancy patents	4 60 / 5 00
90 per cent.	4 30 / 4 50
Straight roller	4 10 / 4 30
Blended flour	4 60 / 4 80

CEREALS.—There is same amount of business passing at present time that has been in evidence for some time back and local dealers do not look for much change in situation for awhile. Business is quite steady and prices remain unchanged from one week ago.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 10
Softer grades	1 95
Rolled Oats—	90's in jute
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 96-lb. sack	2 40 / 2 75

MILL FEEDS.—Same steady and heavy demand continues on local market and mill feeds of all descriptions are moving out as fast as possible. Demand from foreign buyers still keeps up but as stated previously in our reports, this cannot be figured on as the domestic demand is as much as millers can handle. Same prices are in effect and as demand has millers oversold into next month it is thought that there will be an increase in present figures before long.

Mill Feeds—	Car lots, per ton
Bran	23 00
Shorts	25 00
Middlings	28 00
Wheat moulee	28 00
Feed flour	32 00

TORONTO.

FLOUR.—While no change in prices has taken place this week the flour situation is much firmer than it has been for some time, both as regards Ontario winter wheat flour and Manitoba. As pointed out some time ago, Ontario millers find it very hard to obtain any considerable amount of wheat as farmers find it more profitable to use as feed than to sell to the mills. Manitoba flour no doubt is stronger in sympathy with Manitoba wheat and reports of good domestic trade are becoming more common.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 50	5 30
Second patent	5 00	4 80
Strong bakers'	4 80	4 60
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
Fancy patents	4 75—4 95	4 45
90 per cent.	4 55	4 05
Straight roller	4 45	3 95
Blended flour	4 30	4 35

CEREALS.—No change in business conditions from last week to report, very fair amount of trade is being done. Greater strength in oats at Winnipeg has caused prices to be a little firmer here and prices of rolled oats range from $2.05 to $2.20 instead of $2.05 to $2.15 as last week. Oatmeal is stronger too, $2.31 being quoted as bottom price.

Blended flour	4 30	4 35
Peas, Canadian, boiling, bush.	2 00	2 25
Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	2 50
Cornmeal, yellow, 98 lbs.	2 05	2 15
Graham flour, 98 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 31	2 41
Oatmeal, granulated, 98 lbs.	2 31	2 41
Peas, Chili, boiling, per lb.	0 05	0 06
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90-lb. bags	2 05	2 20
Rolled wheat, 100-lb. bbl.	....	2 75
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Market is still at highwater mark and no change is expected. Demands keep coming from United States but dealers have all they can do to keep their own customers supplied without sending any across boundary. No change in prices is recorded except that feed flour is quoted at $1.60 per bag by some.

Mill Feeds—	Car lots, per ton.
Bran	23 00
Shorts	25 00
Middlings	27 00 / 28 00
Wheat moulee	27 00 / 28 00
Feed flour, per bag	1 55 / 1 60

DEALING WITH FARMERS.

(Continued from page 30.)

but rest assured she paid for it. And why shouldn't she? If people will be so exacting it is up to us retailers to use our judgment and see that this class of service is taxed to the limit. Then let your reasonable buyer, who has some sort of regard for regular deliveries, and who orders in something like decent quantities, have the benefit of the best prices at which we feel goods can be sold to yield a fair margin of profit. An article covering this phase of the matter very fairly and fully appears in last week's issue of Toronto Saturday Night. There is just one illuminating ray in the darkness. As long as a certain section of the buying public demands the class of service they do the elimination of the middle man is an impossibility.

Assuring you that the writer is appreciative of the sound reading matter turned out from time to time in your section of The Grocer, believe me,

Yours truly,

A. E. WHITE.

Which seems to be conclusive in itself, hence calls for no particular comment excepting, perhaps, on one point.

Mr. White's way of handling that ham customer shows how continual must be our discriminating care in handling customers. We cannot work on averages until we sum up the year's work. In our daily business we must continually "weigh, count, measure and gauge" not only our goods received, but our customers as well, to see that each gets what is justly his due—no more, no less. For it is beyond question that one is deserving of more goods for his money than another, since the other demands so many trimmings that he must necessarily pay more for his goods.

FRUIT & VEGETABLES

Markets Continue Quiet; Potato Situation Strong

Cold Weather Retards Business—Advance in Canadian Grown Vegetables Probable — California Cauliflower to be Had at $1.50 Per Dozen in Toronto—Rhubarb Down to $1 Per Dozen.

MONTREAL.

GREEN FRUITS.—Demand from consumers is not too good, but quite seasonable. There has been considerable difficulty experienced by trade lately as regards shipments. Extremely cold weather has had very bad effect on shipment of fruits, and, although cars are supposed to be "freeze-proof," there has been lot of frozen fruit taken from them during past week. No change in prices has taken place, and demand, which is quite steady, although a trifle light, is considered seasonable.

Apples—		
Baldwins, Greenings and Russets, No. 1's	....	5 50
Baldwins, Greenings and Russets, No. 2's	....	4 50
Spies, Greenings, etc., No. 3's	....	2 75
Mackintosh Reds	7 00	8 00
In boxes	....	2 75
Mackintosh, No. 2	7 00	6 00
Spies, No. 1	....	7 00
Spies, No. 2	....	5 00
Bananas, crate	1 75	2 25
Cape Cod cranberries, bbl.	....	16 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 50
Lemons—		
Extra fancy, 300 size	....	3 75
Fancy, 300 size	....	3 00
Oranges—		
Valencias, 420 size	....	4 75
Valencias, 714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150-176-200-216-250	2 00	2 25
California navels, 126-150-176-200-216-250	2 75	3 00
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES.—Same conditions are experienced in this market, and cold weather has had very telling effect on trade in general. There have been many cases of vegetables which have suffered from weather, and naturally have decreased in value rapidly. There is firmer feeling in potatoes, as it is quite hard to get in supplies, and local dealers state that situation is very strong one. There has been no actual changes in different prices, and amount of business passing at present is quite light.

Beans, wax, crate, Florida	....	6 50
Beans, string, crate, Florida	....	6 50
Beets, bag	....	1 25
Brussels sprouts, quart	0 30	0 32
Cabbage, bbl.	....	2 50
Cabbage, per dozen	....	1 25
Carrots, bag	....	1 25
Cauliflower, crate, 2 doz.	....	3 00
California celery, crate, $5.75-$6.50; Florida, crate	....	3 25
Cucumbers, Boston, dozen	2 75	3 00
Egg plant, crate, 2 dozen	....	5 50
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	1 75
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	....	4 25
Spanish, half case	....	2 25
Red Danvers, 100-lb. bag	....	4 00
Shalottes, per dozen bunches	....	0 40
Parsnips, bag	....	1 25
Parsley, American, per doz., bunches	....	0 75
Parsley, Canadian, per doz. bunches	....	0 35
Peppers, green, 3½ qt. basket	....	0 90
Potatoes—		
Green Mountains and Quebecs, bag	0 90	1 00
Potatoes, sweet, per bbl.	....	5 00
Potatoes, sweet, Jersey, hpr.	....	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, hothouse, per lb.	0 20	0 25
Spinach, C.H., box	....	1 00
Spinach, C.H., barrel	....	3 00
Squash, Hubbart	....	3 50

TORONTO.

GREEN FRUITS.—Continued cold weather has put temporary crimp in this market, as it militates both against shipping fruit in and shipping fruit out. Better business, however, is looked for by wholesalers as soon as weather becomes milder, when retailers will be able to replenish their stocks. While orange crop of Southern California will afford plentiful supply, authorities say that as soon as street pedlars get started in larger cities of United States and Canada prices are likely to advance.

With regard to bananas, it is not likely that any change will occur for next four or five weeks. Just now banana market is weak, but after April 1 it is likely that things will change. Demand then will be larger, and prices will in all probability advance. No change in prices this week.

Apples—		
Spies, hand-picked, barrel	....	5 00
Other varieties, winter apples, No. 1s	2 50	3 50
Other varieties, winter apples, No. 1s	....	4 00
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, $2.50; extra	....	2 75
Spitzenbergs, box	....	2 75
Roman Beauties, box	....	2 75
Bananas, per bunch	1 25	1 75
Cranberries, long keepers, box, $3.75; bbl.	10 50	11 50
Grapefruit, Florida, case	4 50	5 00
Grapefruit, Cuban, case	3 00	3 50
Grapes, Malaga	6 50	7 50
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels, 126's-216's	2 50	2 75
California navels, 216's-250's	....	2 50
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Messinas	....	2 50
Sevilles	....	2 50
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	4 50	5 00
Strawberries	0 40	0 50

VEGETABLES.—Slackness similar to that in fruits has prevailed on this market during cold snap, but milder weather is expected to liven things up again. Rhubarb is easier this week at $1 per dozen. Hothouse tomatoes are up to 35 cents. Potatoes are very firm, as it is hard to get supplies in. All other Canadian-grown vegetables are very scarce, and on brightening up of trade an advance is likely in beets, cabbage and carrots. California cauliflower is to be had at $1.50 per crate of 1 doz. heads.

Beets, Canadian, per bag	....	1 25
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	2 75	3 00
Carrots, Canadian, bag	....	1 25
Cauliflower, Cal., per crate 1 doz.	....	1 50
California celery, case	4 50	5 00
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, crate	4 25	4 50
Large cooking, bag 100 lbs.	3 50	3 75
Green, doz., Canadian, 30c; U.S.	0 40	0 50
Parsnips	1 00	1 25
Potatoes, New Brunswick, per bag	1 00	1 05
Potatoes, Ontario	0 95	1 00
Sweet potatoes, kiln dried, hamper	1 10	1 25
Parsley, U.S., per doz. bunches	....	0 75
Rhubarb, per dozen	....	1 00
Tomatoes, hothouse, lb.	....	0 35
Turnips, bag	....	0 50

WINNIPEG R.M.A. ANNUAL.

Winnipeg Retail Merchants' Association elected their officers for the year at the first annual meeting recently. These officers are:—

President, J. A. Banfield; first vice-president, John H. Treleaven; second vice-president, C. H. Mulvey; treasurer, J. McNeil; secretary, J. F. Kennedy.

The following five members were appointed as delegates to the provincial board, W. T. Devlin, H. P. Story, C. H. Mulvey, W. J. McPherson and A. Connell, with H. Chevrier and J. F. Kennedy, ex-officio.

J. F. Kennedy, secretary, in his report, showed that since the inauguration of the Winnipeg branch, last September, 175 members have been enrolled. It was chiefly through representations, he said, made by the association, that the city council decided in favor of an exhibition in 1914.

It was reported that the business-tax committee, under the chairmanship of J. A. Banfield, had done excellent work, and as soon as all the data with regard to the systems in other cities has been obtained, the solicitor will take action.

W. T. Devlin, chairman of the overhanging signs committee, reported progress, and an amendment to the present city charter is being promoted during the present sitting of the legislature, to enable the city council to regulate these signs.

The report of the fire insurance committee was presented by Secretary J. F. Kennedy, and an explanatory address was given by the insurance expert to the association, G. K. W. Watson.

A deputation of the members, together with H. Whitla, K.C., have opposed amendments objectionable to the retail trade to the Bulk Sales Act, the Chattel Mortgage Act and the King's Bench Act.

The following were elected the new fire insurance committee, who will have the expert assistance of G. K. W. Watson: Messrs. Story, Andrews, Munro, Slasor and Carter.

FISH AND OYSTERS

Lobsters Apparently Scarce; Newfoundland Herring at Montreal

Quickly Taken up by Dealers — Lent Will Strengthen Markets Materially—Lobsters up 5c at Montreal—Tommy Cods Down to $1.70.

MONTREAL.

FISH. — Continued spell of cold weather and near approach of Lent has been great stimulant for distribution of frozen fish. Large orders are being handled by wholesalers and jobbing trade in general and prospects are, if business keeps up for some time to come, prices in some lines will advance. It is expected that advance will be on eastern frozen fish, such as haddock, steak cod, haddies and fillets. Reports from west this week are that the stocks held are decreasing rapidly owing to good demand. It is general opinion that there is a good quantity of halibut and salmon which is not bright stock and which could not be sold as such and was reported at first as being comprised in holdings supposed to be disposed of in this market. If this is a fact, then it would change altogether conditions of frozen halibut market. In short, it would tend to harden prices. Though demand for western salmon has not been what was expected stocks held now are very light and prices certainly will advance. Unexpectedly, another cargo of Newfoundland frozen herrings has been distributed this week and has been eagerly captured by all dealers throughout country. By opening of Lent, market will be cleaned out and there will be no more to be had.

Though prices of green and salted fish are not likely to advance it is evident, however, that supplies will be short as demand has been over and above expectations.

Labrador salmon and herrings are abundant and no material change in prices is expected for some time.

Exceedingly cold weather has interfered with bulk oyster and lobster trade. Lobsters have gone up to prohibitive prices this week. With oysters being quoted at same price their sales will certainly increase from now until Lent is over.

TORONTO.

FISH and OYSTERS.—Market is reported to be rather quieter than it has been for some weeks. Demand from consumer has slackened slightly although lots of fish is to be had. Probably people are going in for other lines of diet before commencement of Lenten season, when it is expected heavy business will be done. Fresh cod is scarce, also lobsters and haddies. No change in price has taken place.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .08	$ .10
Haddies, 15-lb. and 30-lb. boxes, per lb.	.08	.10
Haddies, fillets, per lb.	.12	.12
Haddies, Niobe boneless, per lb.	....	.10
St. John's bloaters, 100 in box	1.10	1.20
Yar. Bloaters, 60 in box	1.20	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.20	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40	....	1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut	....	.20

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	....
Salmon—Gaspe, medium and small, per lb.	.14-.15	....
Salmon, red—steel heads, per lb.	.12-.13	.14
Salmon, red—sockeyes, per lb.	.10-.11	.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.11
Salmon, pale qualla, dressed, per lb.	.07½-.08	.08-.09
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb. per 100 count	2.25	2.50
Herrings, large, 95 lb. per 100 count	....	2.75
Sword fish, whole chunks, per lb.	.08-.09	....
Haddock, medium and large, per lb.	.05-.05½	.05
Market codfish, per lb.	.04½-.05	.05
Steak codfish, per lb.	.05½-.06	.09
Pollock, per lb.	.04	.04½
Tommy cods, uer bbl.	1.70	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.10-.11	....
Sea trout, per lb.	.10-.11	.07½
Shad	.10	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tulibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Pike, round	.05½-.06	....
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	....
Carp	.12	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	5.75	5.75
Herrings, Labrador, half bbls.	3.25	3.25
Herrings, Nova Scotia, bbls.	5.50	....
Herrings, Nova Scotia, half bbls.	3.00	....
Lake trout, half bbls.	....	8.00
Quebec sardines, bbls.	5.50	....
Quebec sardines, half bbls.	3.00	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.08	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	....
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	11.00	....
No. 1 green cod, medium, bbl.	10.00	....
No. 1 green cod, small, bbl.	8.50	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.08	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	....
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.40	.45
Boiled lobsters, medium and large, per lb.	.42	....

HALIFAX, N.S.

FISH.—Stormy weather along coast during week played havoc with fish markets. Receipts of fresh fish were unusually small, but dealers were favored by fact that demand was light. Market was bare of lobsters, only a few smelts were offering, and small lot of fresh halibut. Salt fish (foreign) trade continues quiet. Outside of some small shipments to West Indies, there has been practically nothing doing. Good salt herring are scarce, but pickled mackerel are plentiful. Oysters are in fair demand, and country dealers preparing for Lenten season are stocking will have much to do with creating a

WINNIPEG.

FISH AND POULTRY.—Prices on poultry are steady, but native supplies are insignificant. There is good demand for such lines of fish as are available.

Fish—		
Fresh whitefish, per lb.	....	0 06½
Halibut	0 08½	0 11
Salmon	....	0 11
Smelts	....	0 10
Herring	....	0 06
Lake trout	....	0 12½
Cod fish	....	0 10
Cured Fish—		
Smoked goldeyes, per doz.	....	0 50
Finnan haddies	....	0 08
Holland herring, keg	....	0 69
Labrador herring, ½ bbl.	....	4 25
Oysters—		
Per gallons	....	2 25
Large tins, 4 1-16 gals.	....	10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens	....	0 12
Turkeys	....	0 15
Ducks	....	0 12
Geese	....	0 12
Poultry, Dressed—		
Fowl	....	0 13
Chickens	....	0 16
Turkeys	....	0 20
Ducks	....	0 16
Geese	....	0 14

SITUATION WANTED

TEA SALESMAN DESIRES POSITION WITH wholesale or broker's establishment. Twenty years' experience, nine years with present firm. Excellent references. Box 37, Canadian Grocer.

Export Demand for Cheese; Eggs Drop at Toronto

Top Price for New Laids, 36c—Selects Not to be Had—Butter Situation a Puzzle.

Demand this week is much the same as it has been for some time past. While comfortable business is passing in most lines, no one is being rushed too hard. Cured meats continue active as also are eggs. Prices on hogs remain firm and easier prices in provisions are not expected.

Market in eggs is about as brisk as any just now. Lower prices are stimulating consumption while supplies come in in ever increasing quantities. Cold weather has no effect on supplies as it is almost altogether southern eggs we get here and the southern hen is not worried by a dropping thermometer up north these days.

Butter is rather a puzzle but general opinion is for firm market. Cheese is very strong and there seems to be no possibility of easier prices till new stock comes in.

There was no meeting of Toronto Produce Exchange on Monday on account of annual meeting of Canadian Produce Association.

MONTREAL.

PROVISIONS.—Demand in this market has not changed from one week ago and same steady demand is in evidence although it is light. There does not seem to be over-much busines doing at present and prices are easy as result. Lard is still quiet and demand is unchanged from one week ago. Business passing here is light but quite steady. Same demand is in evidence for hogs and prices quoted last week have been maintained.

Hams—	Per lb.	
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	27 50
Clear pork	....	26 50
Lard, Pure—	Per lb.	
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—	Per cwt.	
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	13 75	14 00
Dressed, country	11 00	13 00

BUTTER.—Although we have heard reports lately to effect that stocks were light, there comes report to-day that prices are being shaded in some instances and that stocks held are more than ample to fill requirements and as soon as new stock comes in, which will be some ten weeks hence, situation will be very hard one from a holder's point of view. However, it is thought by most of trade that present stocks will gradually be decreased and that new stock will come none too soon. Prices are unchanged from one week ago with same demand passing. There have been reports circulated to effect that shipments have been sent to West during week.

Creamery—		
Winter made	....	0 28
September-October, finest	....	0 30
Dairy butter	0 23	0 27

EGGS.—Decidedly sold weather has had unwelcome effect so far as receipts are concerned as fresh eggs are not coming so freely at present although local dealers look for improvement as soon as the weather becomes little milder. We have been informed that there are no storage eggs to be had and that fresh eggs are taking their place. Demand has been very good during week and although it has been greater than supplies this situation should not last for long as the receipts week or so ago were in excess. There has been no change during week as regards price.

Eggs, case lots—	Per dozen.	
New laids	0 35	0 38
No. 1's	....	0 33
No. 2's	....	0 28
Splits	....	0 25

CHEESE. — Demand has been very consistent during past few months and this last week has been no exception. At present time stocks held are very light and export trade has had to refuse 14½ cents as they had not stock to ship. Local produce merchants have sufficient stock on hand to fill wants and situation in this market is not causing any anxiety so far as domestic trade is concerned but if there was more cheese to be had a great export business would be passing at present time.

Cheese—		
Old specials, per lb.	0 17	0 18
September and October	0 15½	0 16
November, per lb.	0 15½	0 16
Stilton	....	0 18

HONEY.—Demand is much same as in former weeks with good business passing in small packages. Stocks held are quite ample to fill all requirements, in fact, more than ample. There is also considerable stock still in country which has not been shipped in and unless demand picks up there is bound to be reduction in near future in order to get stock off first hands.

	White Clover per lb.	Buckwheat per lb.
Honey—		
Barrels	0 11½	0 08½
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 20	0 15—0 16

POULTRY.—Demand has not fallen off since one week ago but same cannot be said when speaking of receipts. If supplies were forthcoming splendid business would be passing in this market but as they are limited business is also held down. There has been no change in quotations during week and it may be said that business that is passing at present is as much as can be handled by trade.

POULTRY.	Live.	Dressed.
Fresh stock—		
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 18—0 18	0 18—0 19
Fowl	0 15—0 20	0 17—0 19
Geese	....	0 15—0 16
Turkeys, spring	....	....—0 23
Turkeys, old Tom	....	0 14—0 16
Milk fed chickens, lb.	....	....—0 25
Milk fed broilers, lb.	....	....—0 30

TORONTO.

PROVISIONS. — Business continues quiet and steady and among many dealers no change is looked for at present, and it is believed that prices will not be any easier. Prices are unchanged this week from last with about same amount of trade passing. As noted below prices for hogs are holding very firm.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18½
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 23	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 23	0 25
Bacon—		
Breakfast, per lb.	0 18	0 19
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs., per lb.	0 14	0 14¼
Pails, 20 lbs., per lb.	0 14¼	0 14½
Tins, 3 and 5 lbs., per lb.	0 14¾	0 15
Bricks, 1 lb., per lb.	0 15¼	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10½	0 10¾
Tubs, 50 lbs., per lb.	....	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
F.O.B., live, per cwt.	9 00	....
Live, fed and watered, per cwt.	9 50	....
Dressed, per cwt.	13 00	13 75

BUTTER. — Market is rather quiet this week but strong undertone is notice-

able. While some fresh stuff is to be had it is not of very good quality, having strong fodder flavor and is not any too plentiful at that. Owing to fact that there is no governmental system of keeping tab on stocks of storage butter in Canada it is difficult to make any statement as to amount on hand, but it is felt that supplies are not likely to flood market especially in consideration of fact that supplies of fresh made will probably drop off soon. As quoted below fresh made creamery prints are selling at 34 to 35 cents and storage prints at 29 to 30 cents. Firmer market is expected before the usual spring decline arrives.

Butter—		
Creamery prints, fresh made	0 34	0 35
Creamery prints, storage	0 29	0 30
Creamery solids, storage	0 27½	0 28
Dairy prints, choice	0 23	0 24
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—Market is easier again this week after temporary check in decline last week. Top-price for new-laids is given as 36 cents and storage stocks are so small now as to be almost negligible, in consequence of which selects are taken off list below as they are now practically unprocurable. While new-laids are coming in more freely all the time they are not coming in in quantities that they did last year. All prices are lower this week.

Eggs, case lots—	Per dozen.
Strictly new laid, in cartons	0 36
Storage, 1's	0 32
Storage, 2's	0 27
Splits	0 25

CHEESE.—Cheese market continues to grow firmer and firmer and call from European markets increases day by day. Stocks are light and high prices are likely to be seen in course of next few weeks.

Cheese—		
Old, large	0 15	0 15¾
Old, twins	0 15½	0 16
New, large	0 15	0 15¼
New, twins	0 15¼	0 15½

HONEY.—Market in honey remains very flat and prices are sagging. It appears that lots have been sold here on the board at 9¼ cents for No. 1 clover strained which is about 1½ cents lower than price last fall.

Clover, bbls., per lb.	0 09	0 09½
60 30-lb. tins, per lb.	....	0 09½
10, 5-lb. tins, per lb.	0 09½	0 10
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 25	2 50

POULTRY.—Business is much same as last week. While growing quieter all the time poultry trade is said to be better than usual for this time of year. Probably high price of fresh beef has something to do with this. Prices are unchanged from a week ago.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	....—0 15	0 16—0 18
Fowl	0 11—0 13	0 14—0 16
Chickens, lb.	0 12—0 14	0 16—0 18
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—Heavy hams and shoulders are a little stiffer in price. Cold weather has cut down egg receipts, and they are up from 2c to 3c per dozen. Lower grades of dairy butter have had a sharp cut in price.

Cured Meats—		
Hams, per lb.	0 15	0 19½
Shoulders, per lb.	....	0 12½
Bacon, per lb.	0 17	0 21
Long clear, D.S., per lb.	....	0 13½
Mess pork, bbl.	....	27 00
Lard—		
Tierces, per lb.	....	0 12½
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02
Eggs—		
Good eggs	....	0 27
Strictly fresh	....	0 32
Butter—		
Creamery	0 29	0 32
Dairy	0 19	0 20
Cooking	0 14	0 15
Cheese—		
Large	....	0 15½
Twins	....	0 15¾

THE VERSATILE EGG.

That eggs can change and custom stale their infinite variety places them in a different class from Shakespeare's Cleopatra. Here is a classification of the egg that demonstrates its wonderful versatility:—

"Fresh Gathered."
"Held."
"Refrigerator."
"Limed."

These grades, in turn, graded into:

"Extras."
"Extra Firsts."
"Firsts."
"Seconds."
"Thirds."
"No. 1 Dirties."
"No 2 Dirties."
"Checks."
"Known Marks."

These grades are again sub-graded in the trade into:

"Fresh Gathered Extras."
"Fresh Gathered Firsts."
"Fresh Gathered Seconds."
"Fresh Gathered Thirds."
"Held Firsts."
"Held Seconds."
"Refrigerator Extras."
"Refrigerator Firsts."
"Refrigerator Seconds."
"Refrigerator Thirds."
"Limed Extras."
"Limed Firsts."
"Limed Seconds."
"Limed Thirds."
"Weak Yolks."
"Very Weak Yolks."
"Heated Eggs."
"Leakers."
"Spots."
"Rots."

Looks like a poem, does it not?



Following items are from Canadian Grocer of February 23, 1894:

"The American Cereal Co., of Chicago, manufacturers of 'Quaker' rolled oats, who bought out the Pettijohn Breakfast Co., have opened headquarters for Canada in Toronto."

Editorial Note.—This company is now the Quaker Oats Co. with mills in Peterborough, Ont., Saskatoon, Sask., and several offices throughout the Dominion.

* * *

"Clemes Bros., wholesale fruit dealers, Toronto, occupied the new addition to their warehouse on Tuesday. It is of brick, two storeys, and is 40x23. Two large banana rooms have been fitted up in the basement."

Editorial Note.—This company is familiar to the trade to-day as it was twenty years back.

* * *

"Occasionally a commercial traveler attains to affluence, but there is only one, as far as can be ascertained, who has had the honor of having the word 'Senator' prefixed to his name. And that one is R. M. Hill. He did not, however, attain the title by sitting in the Upper House at Ottawa. He attained it by the exercise of a certain genius, and one which, if the Senators at the Capital had had to qualify upon would still probably be known as plain 'Mr.' The particular genius Mr. Hill possesses is in the excellency with which he represents a colored gentleman; in other words, the typical negro. And he shines in this capacity as a member of the Hamilton minstrels—an amateur organization whose well-known high reputation is owing in no small degree to the ability which Mr. Hill has displayed as a member thereof."

Editorial Note.—The above was taken from a sketch in our issue of twenty years ago. Mr. Hill has evidently lost the "Senator" prefix, for he is to-day known as "Bay."

The good salesman invariably gives that pleasant impression of being eager to serve, which instantly makes the customer feel perfectly at home and induces that friendly frame of mind so congenial to buying.



Brunswick Brand Sea Foods

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.
Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Victoria, B.C.



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—

No. 1, 1 lb., 4 doz.	$ 2 25
No. 1, 1 lb., 2 doz.	2 25
No. 3, 2½ oz., 4 doz.	0 45

In Tin Boxes—

No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 65
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 80
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 35
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 65

Marmalade.

Orange jelly	1 85
Green fig	2 25
Lemon	1 80
Pineapple	2 00
Ginger	2 20

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 89	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

To Rent

4 Floors, 50x130, in our new Edmonton Building

Solid Mill Construction

Steam Heated and Good Elevator Service.
Lowest rate of insurance. Trackage Facilities.
For Terms Write

NICHOLSON & BAIN

Wholesale Commission Merchants

WINNIPEG

BRANCHES: Regina Saskatoon Calgary Edmonton Lethbridge

HIRONDELLE **HIRONDELLE**

GET IN LINE

Very shortly you will hear the housewife asking your clerks for our goods. They will come down to your store unsolicited, and the profit is yours if you have the goods in stock.

Means Swallow

No Duty

We intend telling your customers just what

Macaroni

can do in lowering living cost and how nutritive it is. YOU will gain, WE want to gain also, so let us join hands and CO-OPERATE.

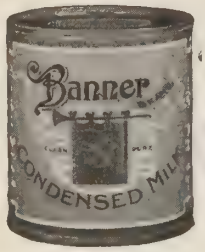
Means Macaroni Perfection

Means Splendid Service

C. H. CATELLI, Limited

MONTREAL

AGENTS: Tees & Persse Limited, Winnipeg. C. C. Mann, Toronto





Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.00
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 80
"Regal" Coffee and Milk, each 2 doz.	4 80
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

Order Fish Now

Shipments of all varieties arrive daily. Our facilities for prompt handling ensures freshness. A car of

MANITOBA White Fish

just arrived. Get our prices. We have some interesting quotations. Write, phone or wire.

LEMON BROS.
Owen Sound, Ontario



Increase your provision sales by adding

SCHNEIDER'S GERMAN QUALITY SAUSAGE

Others have done it, why not you? Drop a card for prices and particulars about

SAUSAGE

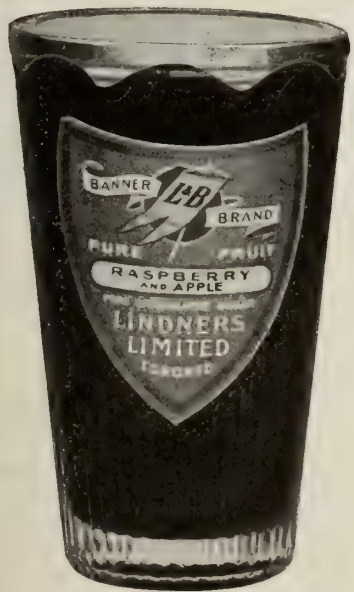
Made to be good—not for a price.

Note!

There is probably more money spent on the packing of "St. Nicholas" brand than any other extra fancy grade of Lemons put up in Sicily.

J. J. McCABE
Agent
Toronto, Ont.

Marmalade Season 1914



The tumbler the other fellow has copied

Banner Brand Orange Marmalade will satisfy your customers and increase your sales. Made from finest ripe Seville Oranges and pure cane sugar, and has that deliciousness only to be obtained in high-class Marmalade.

Wholesome and Delicious

BANNER L&B BRAND

Absolutely Pure

Banner Brand Seville Orange Marmalade is equal to the expensive imported lines and is much superior to any other Canadian Marmalade on the market.

Manufactured under perfect sanitary conditions and packed in glass and gold-lined pails.

Order to-day from your wholesaler.

Lindners Limited
340 Dufferin St., Toronto

Representatives:

W. L. MacKenzie & Co., Edmonton and Regina.
Jacksons, Limited, Calgary.
H. E. Gross, Vancouver.
Western Office, 306 Ross Ave., Winnipeg.
C. A. Munroe, St. John, N.B.
Watt, Scott & Goodacre, Montreal.
H. D. Marshall, Ottawa.
W. H. L. Ussher, Halifax, N.S.

You can pay more money but you cannot buy better Marmalade

RONUK POLISHES

RONUK FLOOR POLISH

RONUK FURNITURE POLISH

RONUK SHOE POLISH

APEX METAL POLISH

Each Ronuk Polish, whether it be intended for wood, or metal, or leather, is a scientifically prepared compound that is of real benefit to the material to which it is to be applied.

Customers who purchase Ronuk from you will be permanent friends to your store, because of its excellence—— the satisfaction it will give them.

Ronuk is being extensively advertised throughout Canada.

If you want to "cash in" on the best of all this——— stock Ronuk now.

For information, prices, etc., write

RONUK LIMITED

Factory, Portslade ENGLAND

91-93 Youville Sq. MONTREAL

Canadian Head Office

53 Yonge Street, TORONTO



The "Queen" *of practical fruit jars*

The Queen Square Jar is practical because, having the large mouth, it permits of preserving large fruit in its whole state. It never loses its air-tight seal, thus preventing spoilage; is easy to open and close.

Women who once use Queen Jars always use them, for they realize the full benefit derived from their use. Profits are good. Place your order now. Handsome eight-color window display free with every 5 gross order of Queen Square Jars. Be sure to buy Fitz-em-all Rubber Rings. They fit all jars, all sizes, all kinds.

Jimmy Jar Opener and 1st prize Preserving and Canning Recipes of all fruits and vegetables with every dozen of Queen Square Jars.

MANUFACTURED BY

SMALLEY, KIVLAN & ONTHANK
Boston, U. S. A.

For sale by all first-class dealers in Canada and United States.

5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats. 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.

ANCHOR BRAND.

Ammonia Powder—"Anchor"	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25

Baking Powder—"Anchor"	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40

Chocolate—Unsweetened—"Anchor"	
10c cakes, boxes 2 doz.	0 90
Cocoa—"Anchor"	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35

Coffee—"Anchor"	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32

Cream of Tartar—"Anchor"	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—"Anchor"	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato—"Anchor"	Per doz.
Cases 2 doz.	1 20
Icings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.F.—"Anchor"	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90

	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—"Anchor" Cases 2 and 4 dozen.	Per doz. 6 80
Shaker Table Salt, free running, "Anchor" Brand.	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

"GOLD MEDAL" ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" CEYLON TEA.

	Per lb.
30c black, green or mixed, ½ and 1 lb. pkgs.	0 25
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed.	0 35
60c black, green or mixed.	0 42
80c black, green or mixed.	0 55

	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 06½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	0 06½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 80 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES. BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 80
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 80

California Celery and Cauliflower

New Florida Cabbage

Yellow Onions in bags.

Spanish Onions in crates.

The above goods are all No. 1 quality.

Freshly arrived and moderately priced.

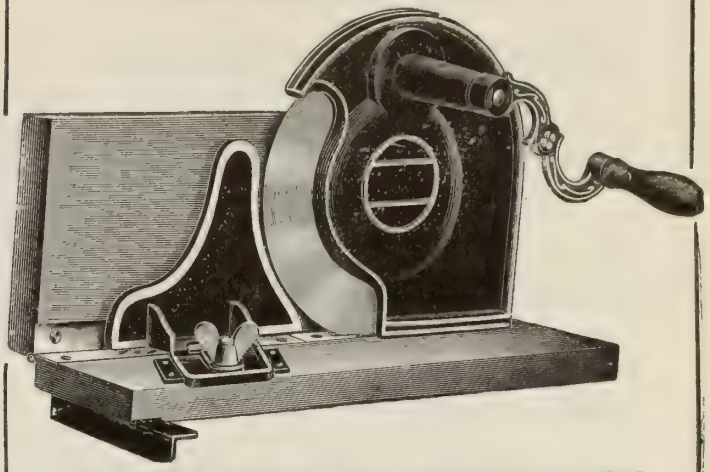
SEND IN YOUR ORDERS

White & Co., Ltd., Toronto

Wholesale Fruit and Fish

THE ROTUNDA

Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.

KINGSTON, ONTARIO, CANADA

AGENTS



By Special Royal Permission

The Kingly flavor of

"King Oscar"

Brand

Sardines

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it retains its true sea flavor, which is further preserved by the use of finest quality olive oil. .

Don't take chances, stock "King Oscar." Your wholesaler has them.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

HAMILTON, ONTARIO



"Yes Ma'am

WINDSOR

is the best

Table Salt

we handle

Our sales have increased, yours will if——

you start right now with some good window and counter display of house-cleaning products. Feature Lawrason's Snowflake Ammonia and the other high quality Lawrason washing necessities.

The moderate price of these lines together with the superior cleaning qualities makes them real home favorites.



Over 500 cases more Lawrason's Snowflake Ammonia was sold during January this year than the same month last year, and the demand is daily growing.

Lawrason's Snowflake Ammonia

is backed by a $500 guarantee that it equals in cleaning power any similar powder on the market selling for twice the price. We are working a strong co-operative plan with both consumer and retailer. It is helping to boost sales.

Write for particulars of the co-operative plan

Snowflake Ammonia P. L. M. Borax
Snowflake Washing Soda
Soap Chips
Snowflake Bath Powder and Water Softener.

ORDER FROM YOUR WHOLESALERS

S. F. Lawrason & Company
LONDON, ONTARIO

Frank H. Wiley, 757 Henry Avenue, Winnipeg, Distributer for Manitoba; Howe, McIntyre Co., 91-93 Youville Square, Montreal, distributer for Quebec; D. J. McLead, 102 Purvis Block, Edmonton, Alta., distributer for Alberta; J. Hunter White, St. John, N. B., distributer for New Brunswick.

Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100⅛	15 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens o. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 00

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE
SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 00	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case)	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 80
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI
C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	7½
30 lb. cases, 1 lb. pkgs.	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case	7 6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	6½
30 lb. cases, 1 lb. pkgs.	6

Terms, et 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 50
Five cases or more	4 95

STARCH.
THE CANADA STARCH CO., LTD.
EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 llbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamell (cold water), per case	1 00
Celluloid—boxes containing 45 cartons, per case	3 00
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

Globe Washboards

Walter Woods & Co.
HAMILTON and WINNIPEG

California Celery

Fresh car just unloaded. Very fancy well-bleached stock. All sizes.

New Cabbage from Florida

Good green hard heads in crates.

Bitter Oranges for Marmalade

Get your customers supplied now. Our "Buster Brown" Brand are the finest packed.

ONIONS

Fancy Yellow Danvers in 100 lb. sacks.
SPANISH—in large cases—good sound stock.

THE HOUSE OF QUALITY.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

BACON

There is no other Brand of Bacon quite so good as Fearman's "Star Brand" English Bacon. We have other lines of Smoked at lower prices. Have you tried our Boneless Smoked Rolls?

They are sugar-cured, mild and very reasonable in price.

F. W. FEARMAN CO., Limited
Hamilton, Ont.
ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

Order at once from your jobber, and if he cannot supply you,—then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.
Limited
Hamilton, Ontario
Sales Dept. at St. Catharines.

PURITY SALT

IF you are very particular in supplying the needs of your patrons you will give them only high and pure quality products. In selling salt the particular dealer recommends and gives his customers PURITY SALT. Perfectly distilled and dried by the use of the most improved processes.

Purity Salt allows the dealer a good profit, and invariably gives satisfaction.



The
WESTERN SALT CO.
LIMITED
COURTRIGHT, ONTARIO

BROOMS AND WHISKS

You want a first-class line of Brooms for **Spring trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

STEVENS-HEPNER CO.
LIMITED
Port Elgin Ontario, Can.

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containg 45 cartons, epr case 3 00
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ½c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.80.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 60

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 90
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints..... 3 25
Cases of 3 doz. ½-pints..... 2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 50

NUGGET POLISHES.

Doz.
Polish, Black and Tan 0 95
Metal Outfits, Black and Tan..... 3 65
Card Outfits, Black and Tan..... 3 25
Creams and White Cleanser..... 1 13

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s 45
Black Watch, 12s 45
Bobs, 5's and 10's..... 39
Bully, 6's 44
Currency, 6½s and 12s 39
Stag, 5 1-3 to lb. 50
Old Fox, 6 lb. boxes 40
Pay Roll Bars, 7½s 50
Pay Roll, 7s 50
War Horse, 6s 43
Plug Smoking, Shamrock, 6s, plug or bar 45
Rosebud Plug, 7's 50
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking—Great West Pouches, 8s 35
Regal Cube Cut, 9s 70

TEAS.

THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	B't'l
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 21
Orange Label, 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s	0 28
Brown Label ¼s	0 30
Green Label 1s and ½s	0 36
Red Label ½s	0 40

$OUPS
with dollars in them.

Edwards' Soups are the soups that soon turn into dollars. They're widely and forcefully advertised and they're on the way to being sold the moment you take them out of the case. And customers who buy Edwards' Soups on the strength of the advertising, buy them again and again on the strength of the quality. There's a handsome profit on the sales. Keep a sharp eye on your stock.

EDWARDS' DESICCATED SOUPS

"The Soups with the dollars in them."

Edwards' desiccated Soups are made in three varieties: Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

Write for full particulars of trade terms to

MONTREAL:—Wm. H. Dunn, 396 St. Paul Street.
TORONTO:—W. G. Patrick & Co., Limited, 77 York Street.
WINNIPEG:—W. H. Escott Co., Limited, 181 Bannatyne Avenue.

ARCTIC
Number 157
Refrigerator

For a handsome piece of store fitting it cannot be equalled. For service, it is a winner. Our dry, cold circulating air system has never been equalled.

Catalog sent on request.

John Hillock & Co., Limited
TORONTO

Agents: Quebec and Maritime Provinces: Wolf, Sayer & Heller, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask.



The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH
of all kinds

FRESH FISH — FROZEN FISH
SMOKED FISH — SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -:- Toronto, Ont.

Worcester-shire Sauce

(Paterson's)

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked, do so—you will find it a really good seller, and a line that will pay you well on each sale, besides building a satisfied trade.

These are goods with high reputation—goods that will win trade to your store. They are put up in the finest factory in Scotland, under the most careful conditions of cleanliness.



ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTERS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

ORANGE MARMALADE

BANNER BRAND.

	Shipping Price Doz.	W'ght Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	33
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
buckwheat flour, cases 3 doz.	3 90	
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	70	1 00

JAMS AND JELLIES.

T. UPTON & Co.

Pure Fruit Jams—Raspberry and apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per dozen; o. 2 tins, 2 dozen in case. $1.90 per doz.; No. 5 tin pails, 9 pails in crate 37½c. per pail; No. 7 tin pails, 6 pails in crate, 57½c. per pail: No. 7 wood pails, 6 pails in crate, 52½c. per pail; 30 lb. wood pails, 7¼c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant and pineapple flavors, 9-oz. glass tumblers, 2 doz, in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 paills in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-ib. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

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JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $0 90

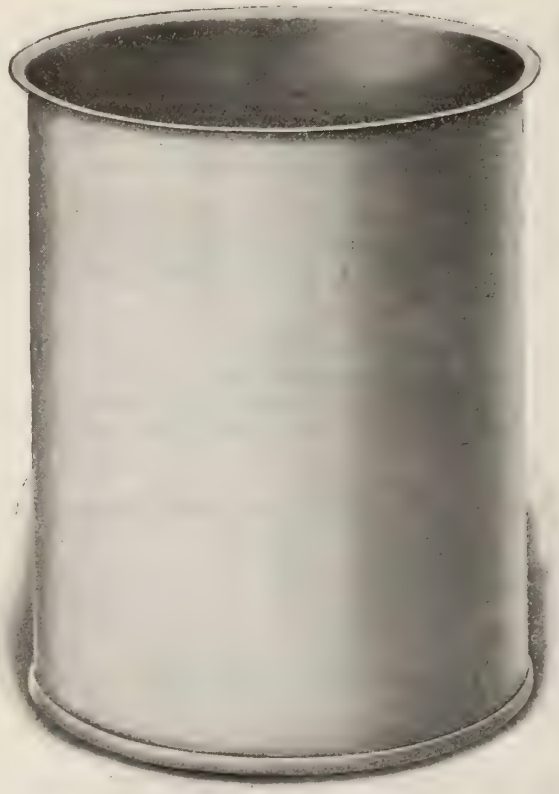
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"Shirriff's" (all flavors), per doz... 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages 1 15



Sanitary Cans

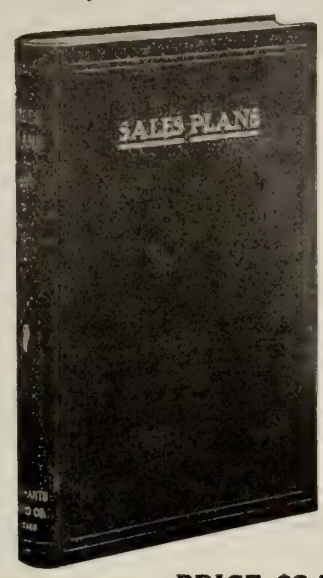
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Your tobacco department will be a greater success with the addition of these lines. Sales are easy to make, and the profit makes it worth while.

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Quebec Winnipeg

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CLEAN
HANDY



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SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

John Duncan & Co.
Montreal

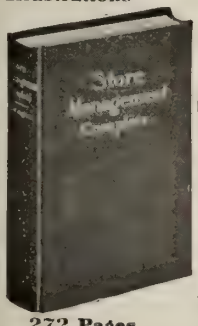
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STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages
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TORONTO SALT WORKS

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OF ALL KINDS

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PEELS IN BRINE.

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to buy supplies and materials for bakers, confectioners, etc. We can supply you with the best of anything and everything at lowest prices. We can best advise you, because we are buying all the time. Write now.

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ESTD. 1825

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"Quality" Cocoa.

On Sale Anywhere.

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10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

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If you are interested in Irish trade.

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bulk only

Thomas Henderson, Manufacturing Chemist.

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Trenton, Ontario, Canada

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is not an article that will be tried and disused after one day. It has real merit and it will be well worth your while to push it.

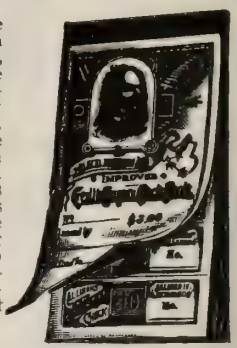


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HOLLAND, MICH.

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Minimize the Risk of Loss on Credit Accounts, and bring in the money QUICKER—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business — and Allison Coupon Books cost almost nothing.



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For Sale Everywhere by the Jobbing Trade. Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

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Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

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IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

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Advertisements under this heading, 2c per word for first insertion, 1c, for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

NOVA SCOTIA — COLLECTIONS MADE throughout Province. Owen and Owen, barristers, Annapolis Royal.

WANTED

MILK WANTED—A REGULAR SUPPLY OF skim milk or surplus milk of any kind. Box 38, Canadian Grocer, Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Some Dealers Raise A HOLLER



when they come across some old unpaid accounts, other dealers quietly hand their accounts over to us and we collect the money. **Absolutely no charge if we do not collect.**

Send for forms to-day.

THE NAGLE MERCANTILE AGENCY
Westmount, Montreal - Que.

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S



Registered Trade-Mark

CHOCOLATE & COCOA

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
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A Good Soap Proposition

Hundreds of wide-awake grocers are taking advantage of our exceptional soap proposition and are realizing a good sum of profits every month. These dealers sell **Richards Pure** and **Richards Quick-Naptha Soap**, the soaps that pay 26½% profit. Sells for 5c bar. Order from your wholesaler.



A want ad. in this paper will bring replies from all parts of Canada.

Your money

is making more money when freely invested in Fels-Naptha soap; sales are certain and steady. Quality keeps Fels-Naptha soap selling. Say "Fels-Naptha" to your jobber today if stock is decreasing.





Length, 425 feet. Height, 115 feet. Capacity: 200,000 Barrels a year. Depth, 120 feet.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Frontenac Beer is Selling

Have you a stock? The new ½-doz or full dozen cardboard package enables customer to carry it home under the arm. An idea appreciated both by latter and retailer.

Canada's Largest Brewery wants to do business with you.

THE FRONTENAC BREWERIES LIMITED, MONTREAL

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"The Beverage of the Old Country."

If you want to build up a good, sound tea trade and to **keep** your tea customers—sell them **Dickeson's Tea.** The full rich flavor—high quality—and absolute purity of this famous English Tea will delight even your most particular customers. A vigorous advertising plan has just started. The demand is growing! **Now's the time to stock up.**

DICKESON'S TEA is the BEST TEA.

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Hamilton—C. G. Walker & Co.

Ottawa—H. N. Bate & Sons, Ltd.

Windsor—G. Clair Bliss, Detroit, Mich.



The Original Aluminum Packet

Write to any of these

Canadian Agents

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St. John, N.B. — E. T. Sturdee.

Quebec, Que.—A. Francois Turcotte.

Winnipeg, Man.—W. Lloyd Lock & Co.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 60
Anglo-B.C. Packing Co., Ltd 9

B

Baker Co., Walter 61
Balfour-Smye & Co. 10
Beard, M. D. 16
Beauchamp, Claude 17
Benedict, F. L. 60
Bickle, J. W., & Greening .. 53
Biscuit & Crackers Mfrs. Co. 60
Borden Milk Co. 3
Brand & Co...Inside front cover
Brantford Showall & Window Fitting Co. 12

C

Campbell Brokerage Co. 16
Campbell Bros. & Wilson, Ltd 4
Canada Starch Co. 22
Canadian Fishing Co., Ltd.. 57
Canadian Salt Co. 53
Catelli, Limited, C. H..... 49
Chase & Sanborn 10
Chivers & Sons.....Back cover
Church & Dwight 13
Clark, Ltd., W. 11
Cleave & Son, Ltd. 9
Coles Mfg. Co. 13
Comte's Coffee 60
Connors Bros. 48
Continental Bag & Paper Co. 9
Cornish, E. O. 16
Crescent Mfg. Co. 17

D

Da Costa & Co. 6
Dickeson & Co., R. 62
Dominion Canners, Ltd. 5
Dominion Salt Co. 8
Duncan & Co. 59

E

Eby-Blain, Ltd. 15
Emerson, Bamford & Co. ... 60
Escott & Co., W. H. 16
Eureka Refrigerator Co..... 20

F

Fearman, F. W., Co. 55
Fels Co. 61
Fenwick, Hendry & Co..... 53
Frontenac Breweries Co. 62
Furuya & Nishimura 6

G

Gorman, Eckert & Co. 12

H

Hamblin, Brereton Co. 16
Hamilton Cotton Co. 20
Hargreaves, Ltd. 13
Henderson, Thomas 60
Hillock & Co., John 57
H. O. Company.Inside back cover
Holland Rusk Co. 60

I

Imperial Oil Co. 12
Imperial Tobacco Co. .....
Front cover
Irish Grocer 60

K

Keath & Sons 18
Kessel Co., F. 60
Kidd & Co. 60
Kilgour Bros. 30
King & Co. 57
Knox, Chas. B.Inside back cover

L

Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited ... 63
Lawrason Co. 54
Leadlay, Ltd. 16
Leeuw, Henri de 16
Leitch Bros. Flour Mills, Ltd 8
Lemon Bros. 51
Lindners, Limited 51
Lothian & Co., W. B..... 17

M

MacNab, T. A., & Co. 17
McCabe, J. J. 51
McGregor, C. P. 20
Magor, Son & Co. 22
Malcolm & Son, Jno. 50
Mathieu & Co., J. L. 17
Millman, W. H., & Sons..... 16
Morrow & Co. 16
Mott, John P., & Co. 50

N

Nagle Mercantile Agency ... 61
Nicholson & Bain 49
Nickel Plate Stove Polish .. 59

O

O'Neale, I. A. 17
Oakey & Sons, John 17
Ocean Mills 6
Oscar Onken Co. 7

P

Paterson & Sons, R. 13
Patrick & Co., W. G. 16
Pennock, H. P., & Co., Ltd.. 16
Perrin & Co., Ltd., D. S.... 2

R

Rennie, Wm. 59
Richards Soap Co. 61
Rock City Tobacco Co. 59
Ronuk, Limited 52
Rowat & Co. 58
Ruttan, Alderson & Lound .. 16

S

St. Lawrence Sugar Refining Co. 10
St. Vincent Arrowroot 8
Sanitary Can Co. 58
Schneider & Sons 51
Simpson Produce Co. 16
Smalley, Kivlan & Outhank. 52
Smith & Son, E. D..... 3
Smith & Schipper 60
Somerville, Robert W. 16
Spurgeon, H. G. 16
Stevens-Hepner Co. 56
Stuhr, C. F. 17
Symington & Co., Thos. 6
Symington & Co., W..... 12

T

Tanglefoot 60
Thum Co., O. & W. 60
Tippet, Arthur P., & Co. 1
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited .....
Inside front cover

U

Upton Co., The T. 55

W

Walker Bin & Store Fixture Co. 4
Walker, Hugh, & Son 55
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Western Salt Co. 56
Wethey, J. H., & Co. 55
White & Co. 53
Wiley, F. H. 16
Woods & Co., Walter 55

Y

Youngheart & Co., Ltd. 61

JAMS, JELLIES

Here is a list of good sellers, sellers because quality is absolutely A1. Prices are attractive, too. Get in touch early. We are now clearing out goods in clearing style.

IMPORTED JAMS, JELLIES, ETC.

CROSSE and BLACKWELL—
48 1-lb. glass to case.

CAIRNS'—
24 16-oz. jars to case.

A. MILLAR—
48 1-lb. and 24 2-lb. jars to case.

CANADIAN JAMS, JELLIES, ETC.

AYLMER'S Preserves, Jams and Jellies—
12 20-oz. glasses to case.
24 16-oz. glasses to case.
5-lb. tins
14-lb. pails
30-lb. pails

GOODWILLIE'S Preserves—
20-oz. jars to case.

UPTON'S and BANNER BRANDS—
9-oz. tumblers, 12 16-oz. jars to case.
24 pint and quart sealers to case.
24 gold tins to case.
12 and 24 gold tin pails to case.
9 gold tin pails in crate.
6 30-lb. wood pails in crate.

MARMALADES.

Cross & Blackwell, Cairns', Millar's, Upton's—
48 1-lb. jars to case.
144 1-lb. jars to barrel.
12 7-lb. pails to case.
36 7-lb. pails to barrel.

WRITE, PHONE, WIRE

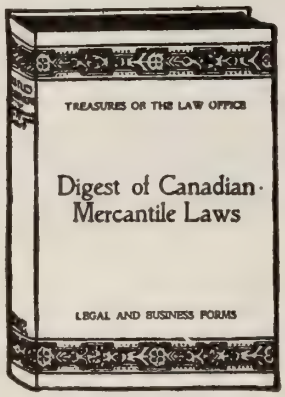
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A ready reference for merchants and their assistants in their daily business.



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No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.
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To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

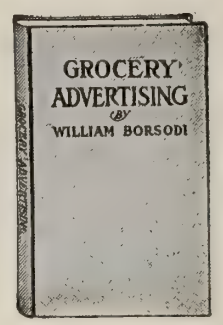
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, $1.60.

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BY WM. BORSODI



Price Postpaid $2.00

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By John H. Blake

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HOW TO ESTABLISH A TEA TRADE

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Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

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MONTREAL TORONTO WINNIPEG VANCOUVER

BOOK DEPARTMENT
143-149 University Ave., Toronto

All orders payable in advance.

If remitting by cheque make same **payable at par,** Toronto

EVERYBODY'S USING



KNOX GELATINE

KNOX GELATINE enjoys the favor of all cooks, the expert chef as well as the housewife, because of its Quality, Uniformity and Ease of Preparation. A package makes **two full quarts** of delicious jelly. These facts, in addition to the influence of our steady advertising, make it easy to sell. You make a splendid profit on every package. It will pay you to

"Make KNOX your gelatine leader"

Charles B. Knox Company
Johnstown, New York





Puts "GO" into Folks, and "GO" into Your Sales—does "FORCE"



It will pay you to specialize on FORCE for a while, Mr. Grocer. Put a few packages in the window, on the counter.

Wise folk who are tiring of food fads are coming back to their old favorite, "FORCE," the king of all wheat foods.

"FORCE" has probably the biggest food value of any cereal. Its rich wheat is not only nourishing, but our scientific addition of Malt makes FORCE piquant and delicious.

Shrewd grocers who have the knack of reading their customers' minds are finding it pays to push FORCE. It's the one meal that people never seem to tire of. Like "Home, Sweet Home," it's a perennial favorite.

"FORCE"
TOASTED
WHEAT
FLAKES

Made by The H-O Company, Hamilton, Ont.

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers'.



Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON CAMBRIDGE - ENGLAND

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THE W. H. MALKIN CO., LIMITED
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St.
MONTREAL
(Canada and Newfoundland)

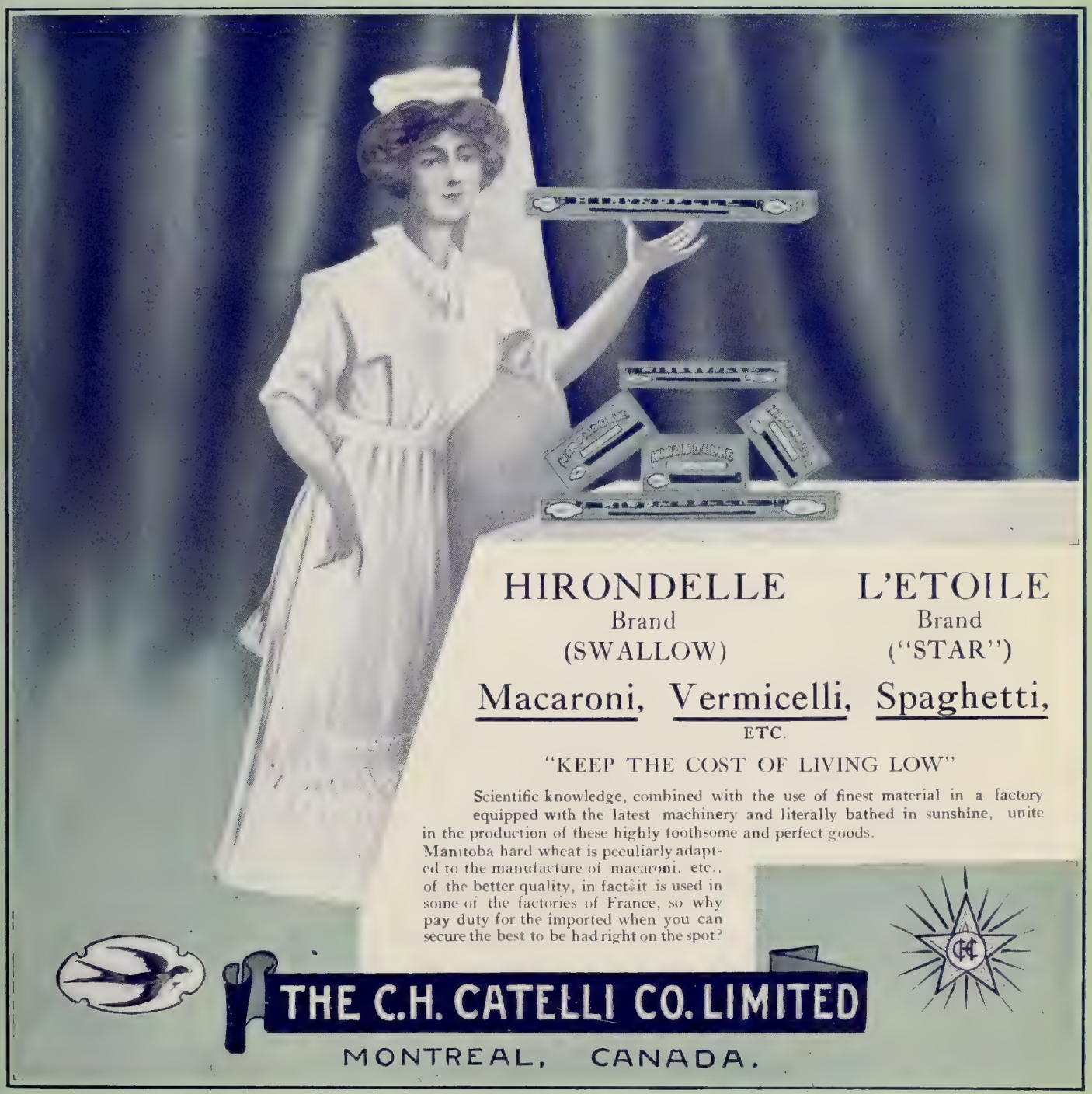
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CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 27, 1914. No. 9



CONTEST FOR CLERKS ANNOUNCED IN THIS ISSUE

COWAN'S CAKE ICING



Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

The Cowan Co., Limited, Toronto, Ont.

Canadian people want quality goods

Every year shows a tremendous increase in the quantity of *first quality* goods sold on the Canadian market. People who once use goods that are put up with a view to superior quality rather than low price will never go back to using the inferior article. The best goods are always the most satisfactory in the long run, both to dealer and the consumer.

A. P. Tippet & Co.

Agents

MONTREAL

The Lenten season is the big fish-selling season. Get your share of the profits and insure yourself continual sales throughout the year by selling the high-quality "Thistle Brand."

The "Thistle" Label on Haddies, Kippered Herring, Herring in Tomato Sauce and Tunny Fish, is known by the buying public as a guarantee of cleanliness, genuineness and natural flavor of the freshly-caught, instantly-canned fish; all the rich ocean flavor is fully retained. They are the kind that makes customers want more.

The home supply of stored vegetables is almost exhausted—stock and display Griffin & Skelley's quality Asparagus.

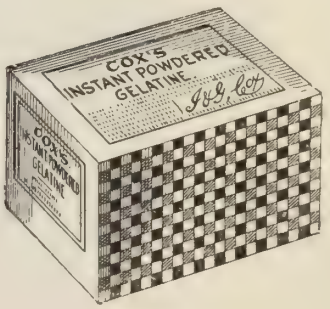


Your patrons will enjoy this rich, toothsome delicacy—every bite is a treat. As fresh and tender as if cut from your own garden. Griffin & Skelley's Asparagus is grown on private beds on the Sacramento River, the location of which is unsurpassed for producing the very acme of quality. Get a supply now and display.

Cox's GELATINE

(It Never Varies)

Its high quality never varies from that standard of perfection reached by the makers so many years ago. Made by particular people for particular people. Made on the honor of a name that has been before the public for a century of endeavor to produce the BEST.



Actual Photo of Perrin's Dairy Cream Sodas



Actual Photo of Box

Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA

E.D.S. Orange Marmalade is as pure and good as E.D.S. Jams and Jellies

This is the Marmalade-eating season and customers are buying in large quantities. If you are open for a good share of the marmalade trade you should put up some good displays of the reliable E. D. S. quality. The quality of E. D. S. products never changes—always pure and delicious. The public know E. D. S. quality and the new season's pack of Marmalade will be more in demand than ever.

Made only of finest Seville Oranges and pure cane sugar. Very rich and clear.

Order from your wholesaler.

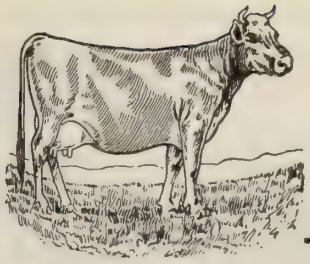
Made only by

E. D. SMITH & SON
LIMITED

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.





The source of supply

The Borden Condenseries are located in Canada's best dairy districts and the entire milk supply comes from dairy farmers whose herds are all under the strictest supervision of Borden Inspectors.

Right from the cow to the can the milk is handled with greatest care. It must pass the severest test for quality, butter fat, nutrients, etc.—it is also put through the most scientific sterilizing and purifying processes.

Borden Milk Products

insure absolute purity, highest quality and best food value.

For the dealer they are the most satisfactory and best selling line of Milk Products to handle.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg.
Vancouver, B.C.







Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space

Every dealer knows the value of good display of goods. He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a **"WALKER BIN" SYSTEM?** It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

WALKER PATENTED —BINS—

Walker Bin & Store Fixture Co.
LIMITED
BERLIN ONTARIO

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty Co., Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED —BINS—

PROTECT YOURSELF



ROYAL SHIELD BRAND OF GOODS

ROYAL SHIELD BRAND OF GOODS

by selling our specially blended coffee

Every ounce of coffee we sell is selected by our expert buyer, roasted, blended and ground in our own factory under the supervision of expert coffee manufacturers.

We manufacture all Royal Shield Brand of goods, teas, coffee, cocoa, spices, baking powder, extracts, etc. We carry a full line of groceries and guarantee prompt service and right prices.

WHOLESALE GROCERS

Campbell Bros. & Wilson Ltd.
WINNIPEG (Established 1882)

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON, LETHBRIDGE

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Strathdee, Ltd.
REGINA

DIRECT IMPORTERS

"Lent Business"

"Many people will deny themselves Meat during Lent, but must have a satisfactory substitute to sustain energy. Simcoe Baked Beans will be a popular vegetarian diet during Lent, by reason of their Food Value, a tin of Baked Beans having equal food value to a pound of Steak, and then the price is so reasonable.

Specialize with Baked Beans during Lent. Window displays, counter exhibits and attractive show-cards will increase sales."

Dominion Canners

Limited

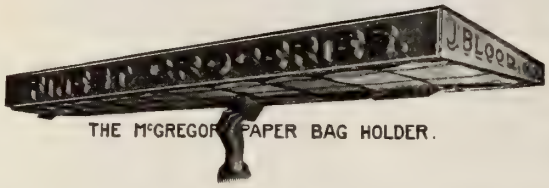
HAMILTON, CAN.



JAPAN TEAS

Furuya & Nishimura

A store convenience — costs little — gives big service



Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one.

Write for Prices and detailed particulars.

O. P. McGREGOR

Patentee and Manufacturer 411 Spadina Ave., Toronto



Sultana Brand

Turkish Delight

will produce bigger profits than any confectionery line offered you.

The large quantities consumed and turned out from factory have enabled us to reduce cost.

Agents, Write To-day. Some Territory Open.

Oriental Produce Co., Montreal

W. H. Lyne Usher, Halifax. Watson & Truesdale, Winnipe



Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills,
Limited
Oak Lake, Manitoba

DA COSTA & CO.'S BRAND

Extra Fancy Barbados

Molasses

The standard of quality.

Remember the satisfaction it has always given you.

Ask your wholesaler for DA COSTA and take no other.

The difference

in price is so small between the best sugar and inferior grades it is a pity to sell your customers anything but the best.

St. Lawrence Granulated

is the finest sugar made in Canada. Why sell your customers an inferior article?



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

The call of Spring-cleaning—is the call for



It curtails the housewife's work and heightens the effect in the wash. No Laundry soap is so good as Wonderful Soap and none so pure, perfect and uniform in quality.

The purity of the ingredients used makes it perfectly safe in the washing of the most delicate fabrics.

Stock now and be ready.

THE GUELPH SOAP CO.
GUELPH, ONTARIO



Retain the individuality *of* your store

by using air-tight, odor-proof

Fancy Paper Bags

The Kraut bag, with your advertisement nicely painted on it, will add much to the exclusiveness of your store, and will protect you and your patrons against deteriorated teas and coffees. The Kraut Bag comes in many different styles, patterns and shades.

Send for samples to-day.

Adolph Kraut Co.
57 Warren St., New York

Our Seal TUCKETT'S SMOKING Tobacco



Six years packed into one little Package *of* "Our Seal"

Six years with their days, weeks and months of trying experiments with various leaves—six years with their search for grades of tobacco that would blend together in one harmonious, fragrant, soothing smoke. And here they are in "Our Seal"—a delightful, satisfying blend that pleases the most discriminating tobacco user — a blend of real tobacco goodness.

Your department should give it prominence. Get "Our Seal" from your wholesaler.

Tuckett Limited, Hamilton, Ontario

YEATMAN'S ENGLISH JAM and MARMALADE

To BROKERS and AGENTS only

We want to appoint First-Class Firms in Canada **TO SELL,** either under Buyer's own brands or in our name—"YEATMAN'S"—

Whole Fruit Preserved in Pure Sugar

WE EMPLOY HUNDREDS OF HANDS UNDER SUPERINTENDENCE OF OUR DIRECTORS

1 lb. GLASS
Patent Screw Cap a Specialty

4½ and 4¾ lbs.
Handle Pails

=

YEATMAN & CO., Ltd.
36 Camomile St.
(EXPORT OFFICES)

PURITY GUARANTEED



Our **enormous** output enables us to give positively the **highest grade** at the **lowest price**

=

LONDON
ENG.

Fresh British Columbia



H. Bell-Irving & Co., Limited (Agents) Vancouver, B.C.

SALMON

Selected Fish

Early Run

Cleave's

DEVONSHIRE CREAM

Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good

ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents

FRANK DAVY & CO., 6 St. Sacrament St., Montreal

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

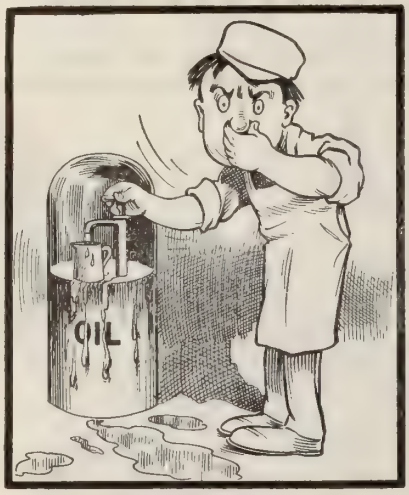
When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER



Clerk: "This is a thankless task. Here I have had to wash my hands a dozen times this morning. My clothes smell of oil all the time. No wonder those ladies don't want me to wait on them. Gosh! I wish the boss would get a **BOWSER.**"

Sub-Sales Office: 201-202 Abbott Building, Philadelphia, Pa.

When I Was a Boy I Worked in a Grocery and I Hated Kerosene

So did every other clerk, and so did the boss.

And the customers didn't enjoy the odor and taste of kerosene on their crackers, cheese and bread to any marked extent.

Those days are past.

BOWSER ESTABLISHED 1885

abolished the *nuisance* of kerosene selling and made it profitable and pleasant.

Supply safe, out of sight below, or above the floor in a smell-proof, leak-proof, "fool"-proof Bowser tank.

Accurate, automatic measuring insured by the Bowser self-recording pump.

Profits sure. Oil clean. No odors. No spilling. No over-measuring. Every oil nuisance abolished.

And it costs so little. You soon pay for it with increased profits.

Write now for further particulars.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue, - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.
Established 1885.

DICKESON'S TEA

"The Beverage of the Old Country."

IF you want to build up a good, sound tea trade and to **keep** your tea customers—sell them **Dickeson's Tea.** The full rich flavor—high quality—and absolute purity of this famous English Tea will delight even your most particular customers. A vigorous advertising plan has just started. The demand is growing! **Now's the time to stock up.**

DICKESON'S TEA is the BEST TEA.

Write to any of these

Canadian Agents

Toronto—Fredk. E. Robson & Co

Hamilton—C. G. Walker & Co.

Ottawa—H. N. Bate & Sons, Ltd.

Windsor—G. Clair Bliss, Detroit, Mich.

The Original Aluminum Packet



Write to any of these

Canadian Agents

London—R. Donaghy.

St. John, N.B. — E. T. Sturdee.

Quebec, Que.—A. Francois Turcotte.

Winnipeg, Man.—W. Lloyd Lock & Co.

Clark's Pork and Beans

Plain Sauce, Chili Sauce, Tomato Sauce



Where
CLARK'S
EXCEL
IS IN



QUALITY

The essential feature of all foodstuffs and the most powerful selling factor.

High quality, reasonable selling price, fair margin assisted by extensive and judicious advertising, make

Clark's Pork and Beans

the easiest and most profitable line for you to handle.

STOCK THE GOODS THAT SELL

W. CLARK, LIMITED, MONTREAL

Hold your tea order till our traveller calls

We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.

"ZIP"



The King of Hand Cleaners

Why not put in a trial lot? There is a special selling plan with it.

The quality is there in every way, and profit for you makes it even more attractive.

Ask our Agent.

The Zip Mfg. Company, - Sutton, P. Q.
AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

RENNIES SEEDS
PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

H-E-I-N-Z

Advertised Goods and Easy Sales

go hand in hand. You can handle the largest volume of business with the least work and expense by giving customers the standard advertised articles they *know* about and *want*.

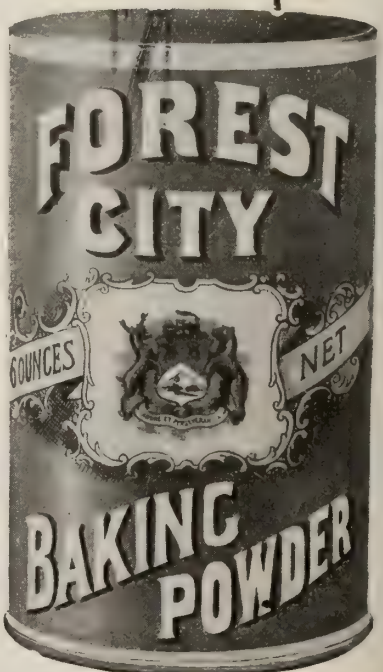
The national advertising of Heinz 57 Varieties creates strong consumer demand; our Grocers' Service Department will help you to turn this demand into sales. Ask our salesman or write us for full particulars.

H. J. HEINZ COMPANY
PURE FOOD PRODUCTS
PITTSBURGH, U. S. A.

That's what counts—

It's the housewife's verdict. When the baking is good—light, fine grained and tasty the housewife is pleased and so are all the rest. It means that the grocer who sold the good baking powder — Forest City, is going to get their steady patronage for baking powder, as well as for other lines.

Forest City Baking Powder is a home favorite. Stock it today.



Gorman, Eckert & Co.,
London, · Ont.

Western Selling Agents:
MASON & HICKEY,
Winnipeg, · Man.

Preliminary Notice



TRADE-MARK

DURING April and May our Mr. W. E. Wigmore, straight from this country, will visit all centres east of Winnipeg.

He will carry special low quotations for our guaranteed Pure Malt Vinegar and High-grade Sauces for Summer delivery—it will pay you to inspect his samples and hear what he is coming across the "herring pond" to tell you.

Let us get into touch. Your letter heading pinned to this advertisement and addressed to us will bring our representative straight to you.

FARDONS' VINEGAR CO., LIMITED

BIRMINGHAM, ENGLAND

Pure Malt Vinegar Brewers and Manufacturers of Worcestershire Tomato and Fruit Sauces.



SYMINGTON'S SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup.

The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

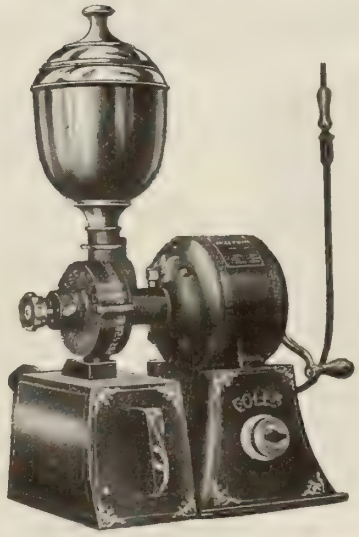
Easy to prepare—put the contents of packet into water—stir—boil—serve.

Canadian Agents:—

Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

Don't Buy "An Electric Coffee Mill"

Buy a COLES GUARANTEED ELECTRIC MILL



There's a tremendous difference—as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

E. D. Smith's JAMS

Are you prepared for the usual Spring demand? Smith was the pioneer in the Canadian Pure Jam. Smith still leads.

100% Pure

The kind like mother made.

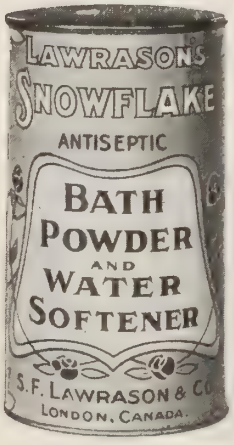
Western Selling Agents

MASON & HICKEY

WINNIPEG

Branches : Regina Saskatoon Calgary Edmonton

Co-operate with us for the increasing of your sales in Ammonia and Bath Powder



Our co-operative plan has worked out to the immense advantage of every grocer who has tried it, accounting for, to a very great degree, the tremendous increase in the sales of Lawrason's Washing products during the past two months.

With every package of Lawrason's Snowflake Ammonia goes our $500 guarantee.

Write for full particulars of our co-operative plan.



S. F. LAWRASON & CO. London, Ontario

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributer for Manitoba; Howe, McIntyre Co., 91-93 Youville Square, Montreal, distributer for Quebec; D. J. McLeod, 102 Purvis Block, Edmonton, distributer for Alberta; J. Hunter White, St. John, N.B., distributer for Nova Scotia and New Brunswick.

Snowflake Ammonia, F.L.M Borax, Snowflake Washing Soda, Soap Chips, Snowflake Bath Powder and Water Softener.

ORDER FROM YOUR WHOLESALERS.



A Tea The People Want!

Remember, We Pay Freight and Guarantee Sales

You can't lose in handling Melagama goods. Ask us.

For nearly 40 years we have been putting the best value into Melagama Tea that money could buy. We have secured the best employees in the market to blend and pack it. We've advertised it and made it a household word. Mr. Grocer, the people **want** Melagama Tea—the "Tea worth while." Take advantage of this demand, you'll find it will pay continuously and handsomely.

Order from our traveller, or direct by mail.

DON'T FORGET MELAGAMA COFFEE

It's a big favorite with people who know **good** coffee.

MINTO BROS., LIMITED

45 FRONT STREET EAST, TORONTO



Original Packages of

Redpath

EXTRA GRANULATED SUGAR

are right in line with the best and most up-to-date methods of retailing.

They are cleanly—protecting the sugar absolutely from Refinery to Pantry.

They are convenient—compact to store, quick and easy to fill orders with, safe to deliver, handy for your customers' use.

They are attractive—making handsome sugar displays in windows and on shelves, and reminding shoppers of their needs. Thus they bring business to the up-to-date Grocers who feature Canada's best sugar, REDPATH Extra Granulated, in 2 and 5-lb. Sealed Cartons, and in 20, 50 and 100-lb. Cloth Bags.

Canada Sugar Refining Co., Limited

MONTREAL

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Established 1859.
GEO. STANWAY & COMPANY
Toronto
Ontario representatives for
D. S. PARTHENOPULO
Patras, Currants
Importers of Texan Rices, White Beans, Lentils, Imported Canned Goods, etc.

ON SPOT
Valencia Raisins, Dates, all kinds, and Evaporated Apples.
W. H. Millman & Sons
TORONTO and VANCOUVER.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

Agencies Wanted
I solicit representation of good Grocers' Druggists' and Confectioners' lines.
M. D. BEARD
15 Jarvis St. TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

Henri de Leeuw, Merchandise Broker
28 Front St. E., Toronto, Montreal, Halifax; representing Georgiades & Co., Patras, Greece, Currants; Antoine A. Capponi, Smyrna, Sultanas; Jose Romany Aranda, Denia, Spain, Valencias.
Ask me prices, and my special conditions.

ONTARIO.

ROBERT W. SOMERVILLE
34 Yonge Street, Toronto
Broker and Manufacturers' Agent
Canned Goods a specialty.
Write or wire for quotations.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents.
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents,
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg. Man.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG. MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

NOVA SCOTIA.

Are You Represented in Sydney?
Am open to accept a few good lines on commission in Cape Breton. Best territory in the Maritime Provinces. Know trade thoroughly. Good reference.
P. A. O'NEALE, Manfrs. Agent
SYDNEY, N.S.

Manufacturers' Agents and Brokers' Directory

(Continued.)

QUEBEC.

Agencies Wanted

We know the retailers as they should be known. Do you want our connection? **Only quality lines handled.**

W. B. Lothian & Co.
B32 Board of Trade Building,
MONTREAL

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.



OAKEY'S

The original and only Genuine Preparation for cleaning cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The Flavor Sells It!



MAPLEINE

is differently delicious, and supplies a much-felt want. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.

BRAND **STUHR.**



STUHR'S

CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.

Sold by all High-Class Provision Dealers.

O. F. STUHR & CO., Hamburg.

Indents through European Exporters only.



"CATCH HER"—CATCH HIM

CATCH THEM WHEN THEY COME

The fly is a dangerous pest in any household. Educate your customers to laying in stocks early, and encourage them by doing so yourself.

"THE WELTRUFF"

combine the good qualities of "no escape," "no drip," "durability."
Costs You $1.25 Per Box of 100.
Figure out the Possibilities, then ask your wholesaler if he can't supply you.
Write Direct.

EDGAR MEYER - - - - 3 St. Helen St., MONTREAL

I Have Some **Snaps** in Canned Goods.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try **Mathieu's Nervine Powders** yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
I. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

The register that is neat and compact



The Beverly is the outcome of twenty-five years' experience of actual selling groceries and bookkeeping.

THE

BEVERLY
Account Register

It is practical, neat, simple, and above all, efficient and adaptable to any size business.

We make registers to meet all requirements—Get in touch with us.

The Beverly Register Co.
PICTON, ONTARIO

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy **Carr's Biscuits.**



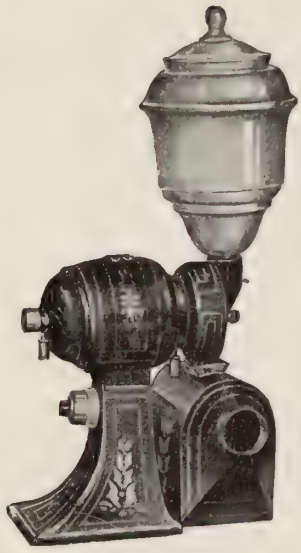
The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Electric Cut Your Coffee



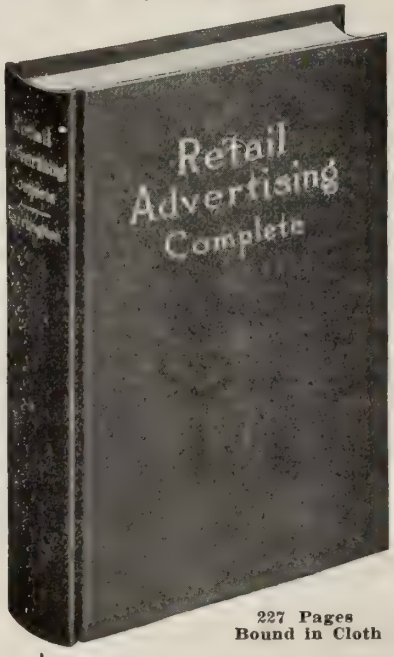
With an Electric Cutting Machine designed with Machine Steel Burrs tempered in Oil, which produces evenness in Grind, thus improving the Cup quality of the Coffee. Has also a Fan connected with the Rotating Burr, which keeps the Grind Head clean, so there is no danger in mixing Grades.

There is also a Numbered Setting Device arranged so that you can give your customers their Coffee as they like it. Sold on Monthly Payments and Positively GUARANTEED. Live agents wanted at principal points in Canada.

J. H. Galloway
11 Market Street
HAMILTON, ONT.

'Twill Do Your Advertising

Here's the book that will be your ad man



227 Pages
Bound in Cloth

This new book on advertising will tell you all you want to know about advertising in the store.

Retail Advertising Complete

By FRANK FARRINGTON

With this book on your desk you are never at a loss what kind of advertising to do or how to do it. Every kind of advertising is treated fully.

Chapters on Newspaper Advertising.
Making an Advertisement.
Good Specimen Ready-made Ads.
Mail Advertising.
Window Trimming.
Advertising Novelties.
Outdoor Advertising.
Inside Store Advertising.
Advertising Schemes.
Special Sales.
Mail Orders, etc., etc.

There is no better book of the kind at any price. You can't afford to get along without it.

Forwarded direct, postpaid, on receipt of price. Keep the book a week, and if it is not worth the price, return it and get your money back.

Price $1.10 Postpaid

THE MACLEAN PUBLISHING CO., LIMITED
Montreal Toronto Winnipeg Vancouver
Book Department
143-153 University Ave., Toronto

"Have you Brown & Polson's"?

That is what buyers of high-class corn starch are saying all over Canada. The grocer who can supply them with

Brown & Polson's Corn Starch

gets the trade *and* the profit. There is scarcely a grocer in England who doesn't stock *and* display *and* recommend Brown and Polson's Corn Starch. He knows it pays. Have *you* a good stock?



CANADIAN AGENTS:

HAMBLIN & BRERETON, Ltd.,
149 Notre Dame Avenue E., WINNIPEG
510 Ninth Avenue West, CALGARY
842 Cambie Street, VANCOUVER
McGregor Specialty Co., TORONTO

Proprietors:
BROWN & POLSON, Paisley and London, England. S.N.B.



Keep your Eye on 'CAMP'

'CAMP' Coffee grows in favour every day. So easy to make—so delicious when made—so economical—and so sure to give satisfaction,

Besides, the profit is alright too. 'CAMP' cus omers are *pleased* customers—the kind you want.

Ask your Wholesale House about supplies.



'CAMP COFFEE'

R. Paterson & Sons, Coffee Specialists, Glasgow

Save Soap by using

SNAP

Tell your patrons of the economy of using **Snap** instead of Soap. A little **Snap** will quickly and thoroughly cleanse the most soiled and grimy hands. Does not injure or roughen the skin.

Snap is a real home economy—your patrons will be glad to use it. Don't forget your profit is good.

Keep your stock well filled.

SNAP COMPANY, Limited
MONTREAL





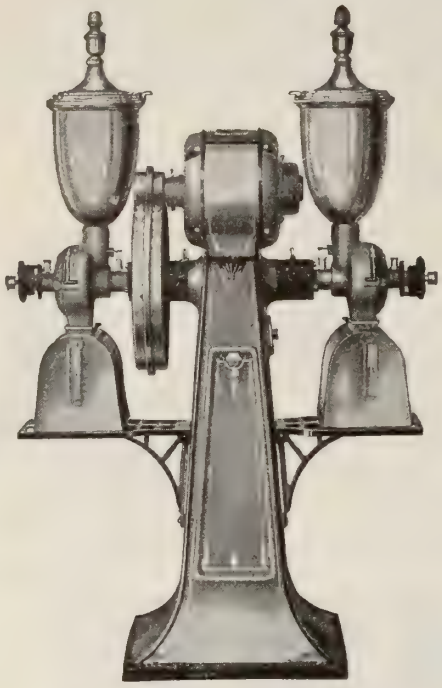
A Few Turns
—the Elgin does the work

Though a hand-propelled coffee mill it turns easily and grinds as rapidly as nearly every power machine made. The new style force-feed, **steel-cutting** grinders do not pulverize, but cut the coffee beans—quickly adjusted to all requirements. There are thousands of satisfied users—ask your friends. Any of these jobbers will give you our catalogue and lowest prices.

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros.
MONTREAL—The Canadian Fairbanks Co. (and branches).
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
FERNIE, B.C.—The Western Canada Wholesale Company, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



"The King of Electric Coffee Mills"

The Climax of Hobart Perfection!

The distinctive features and handsome appearance of this Floor Pedestal Mill have invited more unsolicited testimonials than any Mill or any fixture ever placed in a grocery or coffee store.

IT TELLS PEOPLE YOU ARE IN THE COFFEE BUSINESS RIGHT.

Equipped with the Hobart Automatic Release to protect the motor and the grinding parts from contact with nails and foreign substance.

Beautifully Enameled, Hoppers Nickel Plated, Holding Six Pounds of Coffee.

You Get the Benefits Long After the Cost is Forgotten.

Mills to suit every need. Write for catalog to-day.

The Hobart Manufacturing Co.

105 Church Street, Toronto, Canada

The Lead for you is the Lead which gives satisfaction to your customers.

JAMES' DOME



Trade Mark.

Black Lead

has done so from generation to generation. Its users prefer it to any other.

GAZELLE

Brands may come and brands may go but GAZELLE goes on forever.



WE HAVE STARTED BOOKING ORDERS FOR 1914 PACK CANNED GOODS. THE EVER-SATISFYING GAZELLE BRAND IS EVER POPULAR.

HUDON, HEBERT & CO., Ltd.

Wholesale Grocers and Wine Merchants

(Established A.D. 1839)

The Most Liberally Managed Firm in Canada

GROCERS:

A GROCER'S TEA AND COFFEE BUSINESS should be his most valuable asset, and he should study it in every possible way, by making himself acquainted with what is offering and not resting content with what other people choose to give him to sell. The tea and coffee trade also is the legitimate business of the grocer, and he can both get it and retain it by selling to his customers reliable and standard blends.

Is your tea department your most valuable asset? Is it bringing you the return that it should? Are you content with being just one of the many instead of **THE MAN?**

Do you mean to continue allowing the butcher on your right and the confectioner or fruit dealer on your left to grasp your tea trade—to sell exactly the same as you are selling—to scoop one-half of your legitimate business?

Stand up for what should be yours by right. **CUT OUT A WAY** and a sure and certain one for yourself.

PUSH YOUR BULK TEA TRADE, but be perfectly certain that you get the right goods.

Selling standard blends means dollars per chest extra profit. Are you going to have this extra profit? After due consideration we think you will.

Order any quantity you like. No need to overstock. Fresh teas and coffees are the lines to get business, and we will ship all orders promptly.

Our guarantee goes with every package. Perfect satisfaction or return at our expense.

EBY-BLAIN, LIMITED - TORONTO

TEA BLENDERS TO THE TRADE

Sterling BRAND



A Real Palate-Tickler

There is a reason why **Sterling Catsup** has proven such a phenomenal seller ever since it was first put on the market. And there is a reason why every dealer who is handling this line sends in repeat order after repeat order.

Here's the Reason

It is of exceptionally high quality; has a distinctive flavor—true tomato deliciousness and sells at a popular price.

The tomatoes used are freshly gathered from the vines in the morning and canned the same day. All the freshness and deliciousness is thus retained.

Sterling Catsup will stimulate sales for you. Order a trial case from your wholesaler.

The T. A. Lytle Co., Limited

"CANADA'S LARGEST PICKLE INDUSTRY"

Sterling Road, Toronto

THE ELEMENTS

¶ First the buying.—Just the right Teas from the right gardens for the right place in each individual blend.

¶ Then the careful making of the blend. The most expert knowledge of the public taste is required here.

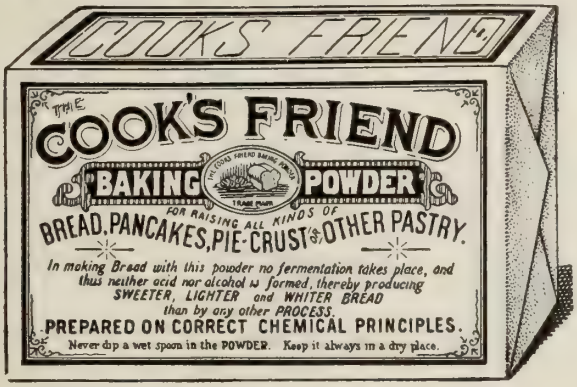
¶ Next, the assembling of the blend. Removal of all dust and stems by the most marvellous machinery.

¶ Finally the minutely exact electrical weighing, the automatic labelling and sealing of the air-tight package.

The Result →



A Leader for Over 50 Years



THE baking powder which has stood the test for 50 years can only be of unparalleled excellence. It is the brand for all grocers to sell who desire to give their particular customers the very acme of quality.

Always reliable

An absolutely pure cream of tartar Baking Powder. It is the baking powder that pays a good profit.

Stock Now
and ensure satisfaction.

W. D. McLAREN, Limited, Montreal

EUREKA REFRIGERATORS

are used by the leading Butchers and Grocers in all parts of the Dominion. Ask any one about them. Everybody knows the Eureka Refrigerator. You take no chance when you buy one.

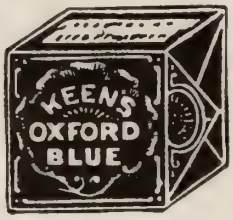


Besides keeping a full stock of butchers', grocers', hotel, hospital and home refrigerators on hand at our factory and new show-rooms at 31 Brock Ave., we keep a large staff of expert men who build special Eureka refrigerators to suit any size and shape space.

Our 28 years' experience, backed by thousands of satisfied users, is our strongest argument for Eureka. We make refrigerators of all kinds. Every one guaranteed to give perfect service. None just as good.

Call at the new show-rooms, or write for catalog.

Eureka Refrigerator Co.
LIMITED
31 Brock Ave. **Toronto**



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE

The New Bride will appreciate your thoughtfulness in sending her Keen's Oxford Blue. It is the favorite of the modern housewife who takes a womanly pride in her lily white washing.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal **30 Church Street, Toronto**

Agents for the Dominion of Canada



Money In Your Pocket

You can convert your stock of Crown Brand Corn Syrup quickly into money. Housewives want it and will come to your store if they know you have it.

Crown Brand Corn Syrup

is the national syrup—sold from coast to coast. Its sales about double those of any other syrup. You can get your share of the profits from Crown Brand Sales.

Why Not Order To-Day?

Canada Starch Co., Ltd.

Manufacturers of Edwardsburg Brands

Works: Cardinal and Brantford

CANADIAN GROCER

VOL. XXVIII FEBRUARY 27, 1914 No. 9

Fire Insurance Expert Suggested by R.M.A. Head

President Matthews, of Ontario Branch, at Fifteenth Annual Convention, Throws Out This Suggestion—Enthusiastic Over Work of Past Year and the Future — Many Important Resolutions.

By Staff Representative.

TORONTO, Feb. 26.—Wednesday morning, at 10.30, saw the opening in the Temple Building here of the fifteenth annual convention of the Retail Merchants of Canada, Ontario branch, with President E. C. Matthews, of Toronto, in the chair. The morning session was devoted to shaking hands, registration and reception of delegates and other preliminaries.

In the afternoon the proceedings were opened by an address of welcome from J. C. Van Camp, president of the Toronto branch, and a response by B. W. Ziemann, of Preston, Ont., the Dominion president. After the roll call and reading of minutes, President Matthews delivered his address to the delegates.

He was pleased to meet the merchants again, and extended to those who had traveled long distances, to convene with their fellow-retailers and discuss the various resolutions that would come up, not only a glad welcome, but his hearty appreciation for the interest they had in the cause, and which was shown in a most practical way by their presence.

"I need not endeavor to press upon you," he added, "that the cause which we represent here to-day is not only a worthy one, but it is also a very important one, as we represent the largest commercial class in the province—the retail distributors.

Importance of the Retailer.

"For many years retail merchants were not aware of their importance in the community, and it is only at this late date that we are beginning to realize that we are a factor that cannot be dispensed with. We are the first settlers in the villages, and out of villages we make the towns, and from the towns we develop cities. Our premises are the most highly assessed, and our merchants are among the most active and permanent city and town builders. It is for this reason that we have deemed it necessary that our welfare as a class should be cared for by and through an organization such as we have formed.

"For many years our time and attention has been given toward placing our requirements as a class before the merchants, and I am pleased to tell you that they are responding to our call more and more each year. The year that has just closed shows a greater increase in membership than the previous one, and we hope that the coming year will show a still greater addition to our members.

"I am thoroughly convinced that it only requires patient and persevering energy, and every retail merchant in Canada will see that the founders of this organization planned even bigger things than they themselves anticipated. Personally I have always been a strong advocate of organization. I believe that no improvement can take place, and no betterment of trade conditions can be made without organization. So firmly am I convinced that we can only make progress through associating ourselves together, that long before I went into business on my own account, and when I was the chief clerk in a prominent retail grocery store in Toronto, I became interested in a Retail Clerks' Association, and it was not very long after I took an active part in their work that I had the honor to be chosen as their president. When I ceased to clerk and became master of my own store, I naturally felt that what was good for the clerk, or good for the labor union man, or the manufacturer, or the farmer, or the lawyer, was good also for the retail merchant, and, after carefully looking into the manner in which this association was organized, I decided that it was planned on proper lines, and from the day I became a member until to-day I have always taken an active part in it, because I believe that only through it can any good lasting work be accomplished for the retailer.



E. C. MATTHEWS, Toronto,
President of the Retail Merchants Association, Ontario Branch, who presided. Mr. Matthews is a grocer on Parliament Street.

United Front Advocated.

"It may seem unnecessary for me to endeavor to impress you with this fact, but I do not think that any of us can be too sanguine about the cause we represent. I feel that it is not sufficient that we become members in name only, we must believe deep down in our hearts that we are right, and that we are members because it is the only way to clear the channels of trade from all sorts of schemes and tricks, and that by all standing united for those things that are fair and honest in merchandising that they can be secured.

"It will be unnecessary for me here to lay before you the many things that we believe that can be done to improve the retail trade generally, as a great many important issues will come before you in the resolutions that will be presented and considered.

Study Fire Insurance Policies.

"There is one thing, however, that I have often thought that it would be wise for us to consider, and that is to engage a first-class fire insurance expert, whose duty it would be to go from place to place and examine the fire insurance policies of our members, and to point out to them just what their policies mean in case of fire. I am thoroughly convinced that thousands of dollars could be saved to our members; but better still a great deal of anxiety and

worry could be removed from us, if we knew exactly where we stood in case of fire. This may be worth your consideration if time will permit.

"The secretary's and treasurer's reports will come properly before you, and it is therefore unnecessary for me to make any reference with regard to them here.

"I am pleased to say that I have been able to attend all the executive meetings that have been held, and to visit the office a great many times during my term of office. I have made it my business as one of your executive representatives to keep in close touch with the great amount of work that has been carried on in the head office, and I desire to thank my fellow officers, and especially the secretary, for the great assistance I have received in securing any information I have desired. I have found the office staff obliging and at all times willing and all working with a zeal and interest in their work that bespeaks harmony and co-operation."

In closing Mr. Matthews again trusted that all would feel that their attendance in convention had been for their mutual good, and that all would go away with stronger desires than ever to not only believe in the cause they represented but to impress their belief on others, and thus strengthen the ties that bind the merchants in one big broad and far-reaching retail organization.

The Resolutions.

The receiving and consideration of reports occupied a good deal of time. With B. W. Ziemann in the chair, he read the various resolutions which were dealt with in order read.

The first was as follows:—

"That it is the opinion of this meeting that if it is the intention of the Ontario Government to appoint a fire marshal for the Province of Ontario, that he should be appointed under the direction and authority of a Minister of the Crown so that in the event of any severe restrictive measures being imposed upon us by the said fire marshal, or his deputies, that we, as merchants, will have access to the minister and be able to lay our complaints before him."

In discussing this resolution G. B. Ryan, of Guelph, maintained that someone should be appointed to inspect the various places of business. It costs more per capita for fire loss in Canada than in any other country in the world, he said. Premiums would be less if people were careful.

T. B. Cramp, an Orillia grocer, among others maintained that it was right to see that proprietors of buildings put their places of business in such a condition to prevent fires.

"An ounce of prevention is worth a pound of cure," someone said, and the resolution carried.

Resolution No. 2 read: — "That it is the opinion of this meeting that subsections (b) and (c) of Section 72 of the proposed Workmen's Compensation Act be amended, so that retail merchants cannot be taken under the operation of the act by the board, but only through an amendment to the act itself, passed by the Government."

In discussing this Secretary Trowern did not think that retailers should be included in this act against their will. He styled the whole thing as "a leap in the dark," and thought the Government would find that out.

After further discussion in which G. B. Ryan and Eric Jamieson, of Hamilton, took part the resolution carried.



The "Great White Way" of the convention city from photograph taken at midnight.

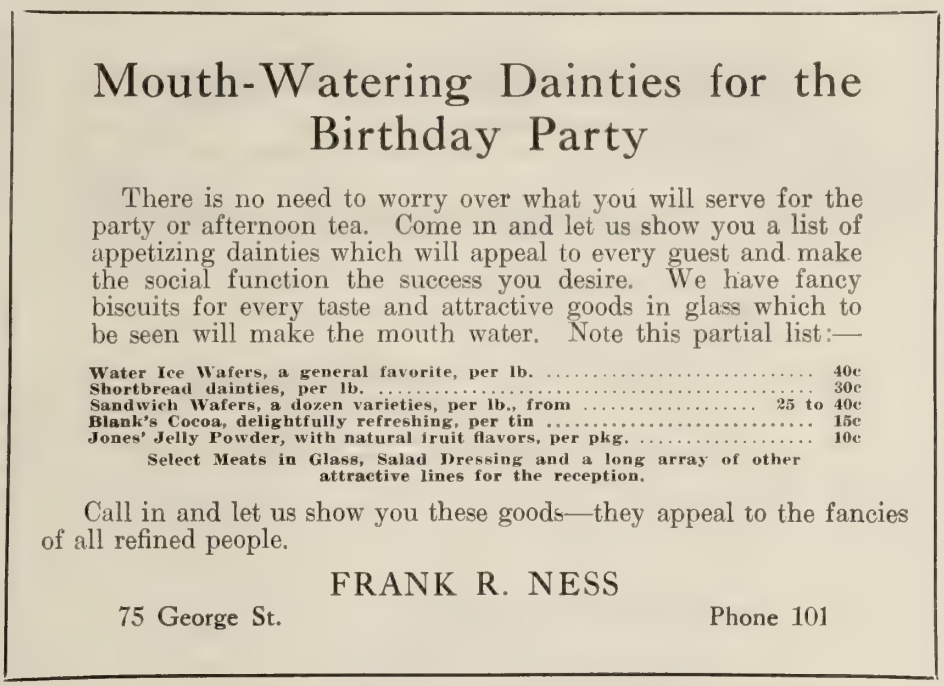
March Birthday Parties Offer Good Opportunities

Chance to Effectively Introduce all Varieties of Fancy Biscuits—Cocoa, Fancy Meats, Jelly Powder, Salad Dressing and Confectionery Other Lines That Are Sought for Social Functions

"FANCY Biscuits for your Birthday Party," read a neatly written show card a Canadian dealer prepared recently to help get after more biscuit trade during March.

"Why March?" he was asked.

"Because," he replied, "there are more birthdays in that month than in any other of the year. I never attempted to figure it out myself, but I have read that such is the case and so I take advantage of it. I do not know why there should be more, nevertheless I take it for granted there are and act accordingly."



Dealers might find it profitable to use a newspaper ad. similar to above around first week in March. Try it with your own prices.

This man has always featured fancy biscuits in March. Results, he says, justify any extra effort to which he and the sales staff are put in pushing this line and others associated with the birthday party.

Many Biscuit Sales Made.

"Last year," he remarked, "we disposed of several boxes of fancy biscuits alone simply because our efforts tended to get this trade. I got out a neat little circular to the effect that if there were any birthdays in the home and if birthday parties were contemplated, I had an attractive line of biscuits to offer, naming over several varieties. These circulars were placed with orders going to customers and the remainder sent by mail to people residing in the district. At the same time I dressed one of the show windows with biscuits using a display card and displayed samples on the counter as well.

"Hitching up that circular with the displays brought in considerable new business and henceforth I'm going to sell more biscuits in March than I ever did before."

This testimony serves to illustrate how a new idea can be utilized to expand the business. Here is a man alive to opportunities when they present themselves.

Not only did he dispose of fancy biscuits last March, but sales of other lines were increased.

Moved Out Jelly Powder.

"If you are having a reception or birthday party," he would say to a customer who asked for biscuits, "you might also like some jelly; I am selling a lot of jelly powders just now—it seems to be a favorite," and nine times out of ten wouldo sell from three to half a dozen packages.

"Once the ice was broken, many customers would ask for suggestions on something new for the social function and because I had a lengthy list of dainties at my tongue's end—and at my fingers' end as well—many extra goods were disposed of at good profits. For instance, I would say: "Here is a nice line of prepared calves' foot jelly that I can recommend for cold meats and meats in glass.' At the same time the chances are I would sell cooked ham or a few jars of the meats referred to.

"Cocoa is still another line I push strongly for these birthday parties and receptions. With a package or two at my elbow it is only necessary in a great many cases to show one to make the sale. That leads on to loaf sugar and again it is easy to make the sale.

How He Sold the Salad Dressing.

"I contend that grocers do not attempt strongly enough to sell associated lines. All the majority of people require is a reason for buying something and they readily succumb to your suggestion. For instance one woman recently was buying some lettuce for a reception. I hazarded the guess that she would be making a salad. 'We have a very nice salad dressing here,' I said, holding up an attractive looking bottle; 'did you ever try it? 'We can recommend it to you as we use it often ourselves.' 'Oh, I didn't know I could buy salad dressing,' she replied, and after asking a few more questions about it purchased two bottles. That woman has been getting a bottle of that salad dressing every week since. We use quite a lot of shelled walnuts cut up for salads so I suggested them to her. She had some at home but she concluded I had better send half a pound anyway.

Still another line that suggestion will sell for the social function is bonbons. Every woman who entertains serves candy, and, of course, it must be good.

"With a box or two of the very highest class I keep in stock," displayed temptingly in that silent salesmon, it is not difficult to make many extra sales of this line by simply calling the customer's attention to it. Bon-bons at 75 cents and a dollar a pound is the variety that moves better for prties and receptions, although occasionally some do not stick at higher priced lines.

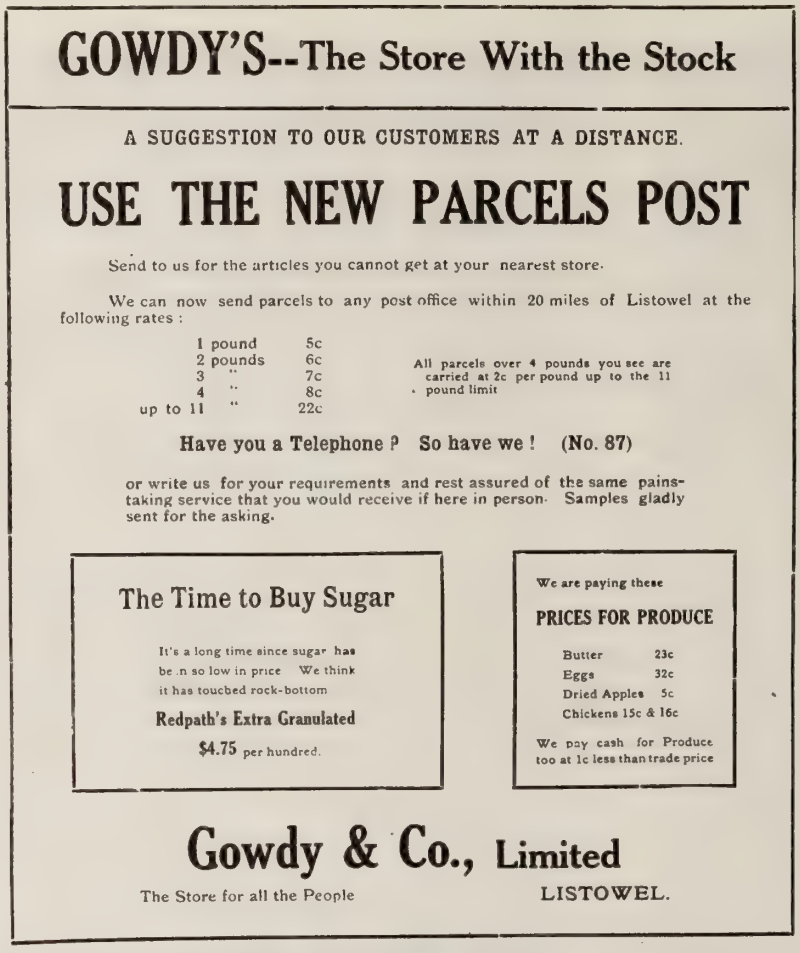
"It seems that every woman is anxious to outdo her social associates in the preparation of these teas, and that of course works right into our hands. I invariably begin by showing the highest priced lines and it generally ends up by the customer taking them."

This article eminently emphasizes the power of suggestion in making sales and points a way open to dealers to make more out of that trait in most women—their endeavor to surpass the culinary efforts of their associates in the same social set.

Using the Newspaper to Get Parcel Post Business

Listowel, Ont., Retail Firm Among First to Advertise to Customers at a Distance—When Farmers Are Busy at Spring Work the System Can Be Used to Advantage — Weight Limit Goes Up to 11 Pounds in May.

AMONG the first merchants noticed to be getting after business by Parcel Post are Gowdy & Co., Ltd., of Listowel, Ont. A newspaper advertisement which has been reduced in size and reproduced here, shows that they are out for any extra business that may be going with parcel post in effect. "A suggestion to our customers at a distance," reads the ad.: "Use the New Parcel Post," etc., etc. This advertisement should secure some business from country customers. Probably another might be used to advantage naming particular articles that people living at a distance could send for. A direct, definite suggestion always commands attention. The weight limit until the end of April, it must be remembered, is six pounds, so that no more than that can be sent to a customer at parcel post rates.



GOWDY'S--The Store With the Stock

A SUGGESTION TO OUR CUSTOMERS AT A DISTANCE.

USE THE NEW PARCELS POST

Send to us for the articles you cannot get at your nearest store.

We can now send parcels to any post office within 20 miles of Listowel at the following rates :

1 pound	5c
2 pounds	6c
3 "	7c
4 "	8c
up to 11 "	22c

All parcels over 4 pounds you see are carried at 2c per pound up to the 11 pound limit

Have you a Telephone ? So have we ! (No. 87)

or write us for your requirements and rest assured of the same painstaking service that you would receive if here in person. Samples gladly sent for the asking.

The Time to Buy Sugar

It's a long time since sugar has been so low in price We think it has touched rock-bottom

Redpath's Extra Granulated

$4.75 per hundred.

We are paying these

PRICES FOR PRODUCE

Butter	23c
Eggs	32c
Dried Apples	5c
Chickens 15c & 16c	

We pay cash for Produce too at 1c less than trade price

Gowdy & Co., Limited

The Store for all the People LISTOWEL.

One of the first newspaper advertisements noticed of a retail firm who is going after Parcel Post trade.

Suggest Definite Order.

Why not suggest an order like this in the newspaper ad.:—"One lb. of tea; 2 lbs. of sugar, in package; ¼ lb. each cream of tartar, soda, baking powder, and shelled almonds; 1 lb. seedless raisins, in package"—this would leave a pound to go on for the box to hold the goods. A note should be added pointing out that the greatest of care would be exercised in filling any other combination order of the same total weight sent in. Package goods are suggested above, because they could be sent with less danger of the parcels being broken and spilling the contents. It should also be made plain whether the dealer intends to charge the customer up with the 12 cents postage necessary to carry a six-pound parcel. If the charge is to be made—and it would appear only proper that it should—the advertisement should include a statement something like this: "To secure this six-pound parcel right at your own gate will only cost you 12 cents extra, whereas if you hitched up to come for it it would mean a cold drive, and in many cases a long one; the cost of your lunch, and stable and feed for your horses. For each additional six pounds the extra cost would only be 12 cents, so that we can send you four parcels of six pounds each for only 48 cents extra."

An Advantage to Busy Farmers.

This point can be taken better advantage of when the weight limit is advanced to eleven pounds on the 1st of May. Also the season will then have arrived for the spring work on the farm, when farmers will be too busy to drive into town ten or twenty miles on a Saturday, and when the available supply of horses will be required to get in the crop early. To stop a plough, a cultivator, a seeder, a harrow, or a roller in such a busy time by sending one horse of a team into the town is considered a substantial loss by a farmer anxious to get the seed early into the ground. It may rain the following day, and so the seed would miss moisture that would have given it a fair start.

Study Farmer Customers.

With parcel post and an eleven-pound limit beginning with May, this can be overcome. It is quite plain, however, that the merchant must take the initiative. He must acquaint his customers and probables in the country with the service he can render, and by pointing out judiciously how much time and money it saves, the farmer can undoubtedly be induced to try it out. In fact, many farmers during the spring work rush will rather do without semi-luxuries and luxuries and live on potatoes and pork rather than give up a horse to drive to town. By studying his customers closely the dealer will be in a position to pick out these men and get after them strong for parcel post business. He has the strongest of talking points—the fact that a good-sized order can be sent out to a country customer for less money than it would cost to come to town.

Parcel post should also be played up as strongly as possible in selling odds and ends the customers overlook when purchasing on Saturdays. This could be accomplished by a circular letter sent to country customers explaining that if at any time they require any goods during the week they could be sent out by the new system.

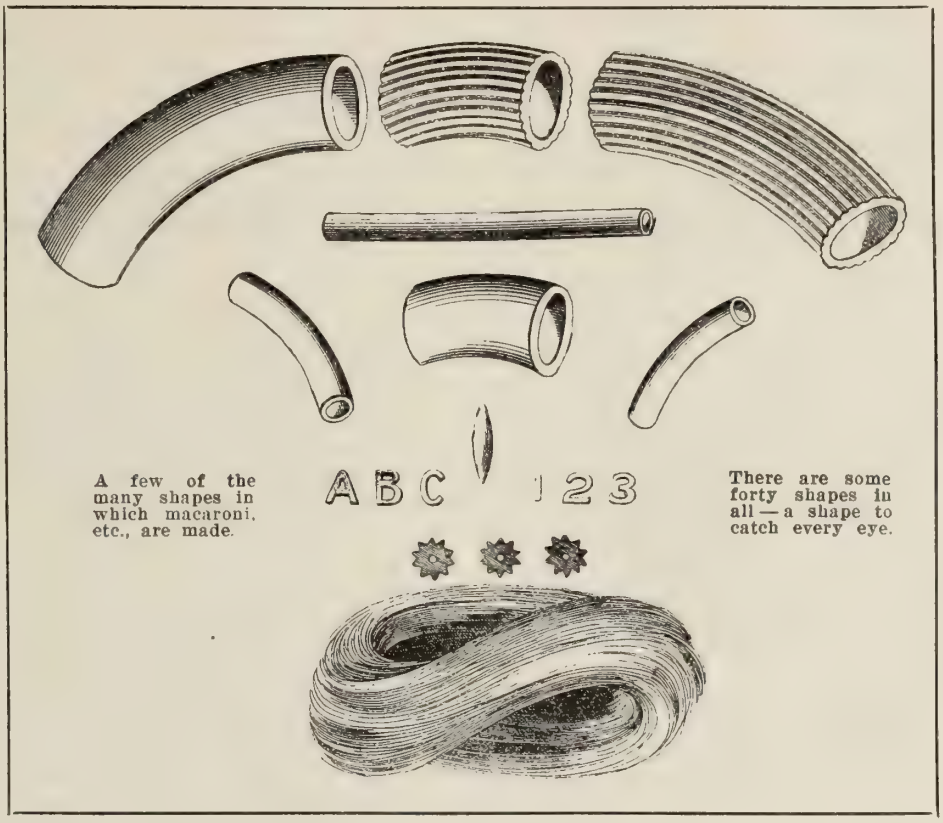
Merchants should realize that the mail order houses are taking the fullest advantage of parcel post now. Outgoing parcels from the mail order centres are almost entirely made up of goods going from these houses to distant customers. It ought to be the aim of every merchant to prevent the mail order houses from getting a footing.

Macaroni an Aid in Lowering the Cost of Living

Body-Building Qualities of This World-Wide Food Much Greater Than Beefsteak, Say Authorities — Made From Hard Wheat — Interesting Story of Origin of Goose Wheat.

JUST as the manufacturer must have a scientific knowledge in order to produce proper goods in a proper so the retailer should equip himself with the fullest information on the various goods he handles, so that he can talk along intelligent lines, and thus become a scientific retailer.

At the present moment, when cost of so many things is high, when the average consumer is doing her level best to keep down the bills, the wide-awake retailer has an opportunity to put special effort behind "keep down the cost" lines and make a handsome profit on the turnover.



Macaroni has never been an expensive commodity, nor is there any likelihood that it will ever be, but few dealers as yet realize its nutritive value and the possibilities it affords in the kitchen in the way of tasty and wholesome dishes.

Macaroni is more than popular as an article of diet on the Continent, the Swiss and Italians, who are noted for their vigor, using it most of the time as their meals. If, then, the husky and enduring Italian can get through the heavy day's work on a meagre diet of macaroni, surely there must be something of more than ordinary interest about its sustaining qualities.

Comparison With Beefsteak.

Many food experts are agreed that we would be better off if we ate less meat. A pound of steak, which costs 25 cents, only produces 950 units of energy, while a pound of the best macaroni, costing around ten cents, has been found by experiment to produce 1,664 units. Quite a difference. So why not memorize these two totals, "950 and 1,664" and point out in your advertising or talks over the phone that your stock of macaroni is fresh and able to save kitchen bills, and yet do more good than expensive fresh beef in the long run?

Of course, the dealer should only handle macaroni manufactured by the most reputable concerns, because inferior macaroni or poor quality must naturally be lacking in wholesomeness. Durum wheat is really the richest in gluten and sugar, and it is from the durum or goose-wheat that the higher grades of alimentary pastes are made.

Perhaps one may ask what goosewheat is; so here is an interesting little somewhat romantic story as to its origin, but before going ahead with it, it might be stated that durum wheat is so sweet that it not only makes the most delicious and nourishing of bread, but no additional sugar has to be added.

Goosewheat Origin.

Once upon a time a Canadian farmer was out on a shooting trip, and in his bag when he returned was a wild goose. When he opened it he found some undigested wheat in its crop which looked quite different from any he had seen in Canada. This he sowed, and a plant grew up, yielding what is now known as goosewheat. It is also called "arnecta" by some farmers. In the United States it is called durum, and it is believed that it was a goose that first brought this seed to Canada and provided good crops in districts that were not suited to the growth of other corn.

To make macaroni, flour is first necessary. This is converted into dough, which is worked until stiff, on a wheel. It is then cut into chunks, and thrown into the dies, which make macaroni, or vermicelli, or spaghetti, or whichever of these foods is required. The macaroni issues from the dies in long strings, which are passed over poles and allowed to dry. There are some forty different shapes made, each with a different name. In the accompanying illustration a few of these are shown.

(Continued on page 38.)

Macaroni Makes Muscle

The tissue-building power of macaroni, vermicelli, etc., has been proven by eminent food authorities to be almost twice as great as that of fresh meat. It is a healthy, wholesome and cheap food, which will help solve the cost of living problem.

Eat Macaroni
and
Live More Economically

Compare these prices with those of beefsteak:—
Macaroni, in two-lb. boxes, per lb. 10c
etc

JAMES SMITH
69 Clare St. Phone 84

A sample macaroni advertisement which might be used to good advantage.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston.

Toronto—143-149 University Ave. Telephone Main 7324.

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone 8971 Rector.

Chicago—A. H. Byrne, 140 South Dearborn Street, Room 607. Phone Rand 2324.

Boston—C. L. Morton, Room 643, Old South Bldg. Phone Main 1024.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12900. E. J. Dodd.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, FEBRUARY 27, 1914

NO CURE-ALL IN PARCELS POST.

PARCELS POST IS BY NO means working out the way the daily newspaper and Government advocates anticipated. All reports go to show that there is an exceedingly small quantity of farm products coming into the cities, but that there are considerable parcels going out.

This bears out Canadian Grocer's contention for years back. The stand has always been taken that Parcels Post would throw money in the coffers of the mail order houses to the disadvantage of the country as a whole, and there would be little goods move from the producer in the country to the city consumer.

A heading in a metropolitan daily the other day read as follows: "It Is All Going Out, And Nothing Coming In"—"Parcel Post System Has Had This Effect Locally." This was followed up by the following comment:

"Business with the newly-inaugurated Parcel Post system, though daily increasing, has not reached such proportions as to cause the local authorities any inconvenience. The majority of parcels going through the hands of the postal employees are for delivery outside of the city. Besides the various departmental stores, who took advantage of the new system from its inception, many manufacturers of smaller articles are beginning to distribute their wares throughout the Province right at the doors of their customers.

"'The farmers have apparently overlooked the possibilities of business,' declared a local official yesterday, 'as practically no consignments have been received in the city from outlying farms.'"

It is safe to say the farmers have not overlooked many possibilities of business. There are and will be few to overlook. It, therefore, begins to appear more and more that the mail order houses, backed by the large metropolitan dailies were behind the whole Parcels Post agitation in the first place, as there is not a tittle of evidence to show that the farmer ever wanted it.

If mail order houses can use the system with profit, why cannot the merchant? Every dealer should get from it all there is to be extracted.

AVAUNT, THE TIP.

IS CANADA TO BE A tipless country? Are the faces of brass to disappear from the thousands of employees who to-day inhabit our restaurants, our hotels, and our sleeping cars? Is the reign of the tip-receiver over, and will proprietors of these restaurants and hotels and the magnates who control our railways have to dig down in their jeans and pay their own employees?

Sounds rather too good to be true! And yet if Senator T. O. Davis, of Prince Albert, Sask., has his way, that will henceforth be the state of affairs in Canada. If the Senator can put through the bill he is fathering, to make it a crime to accept a tip he will be doing the country a blessing, from the want of which it has suffered a good many years.

The traveling salesman of the country would reap the greatest benefit if such a bill became law. For scores of years they have been subjected to a regular drain on their pockets by employees of public houses, who should have been paid sufficient wages to keep them by the proprietors. If, perchance, one does not provide the everlasting tip, he is often subjected to the ridicule and the sombre faces of the bell boy, etc. Frequently, too, for this "lack of appreciation" of the services of the butler, he does not get the service to which he is entitled.

Senator Davis' bill is to be commended and every salesman on the road should back him up by forwarding their approval by letter or wire, and by requesting the Senators of their own constituencies to support its principles.

CUTTING IN SUGAR RAMPANT.

THAT UNPARDONABLE SIN—price-cutting on sugar—is being indulged in extensively at the present time. On a Montreal basis sugar is at $4.25 a hundredweight, and in Toronto it is $4.31.

One dealer told Canadian Grocer the other day of a merchant in his vicinity canvassing farmers at their homes and offering "best granulated sugar" at $4.40, and in his city the freight brought the price to the retailer up to $4.37.

Here is a case where a merchant was making the magnificent gross margin of three cents on a hundred of sugar. We shall not inflict upon anyone figures showing what the net profit would be. It would, no doubt, however help considerably in getting the merchant into the poor house before even old age overtakes him. Nevertheless, it is our hope that he is making sufficient profit on the other goods he sells to keep him behind the counter for a good many more years.

There is certainly too much cut-throat selling in sugar. One merchant cuts the price to a no-profit point and the rest follow suit, and even go lower. At times one is of the opinion that this price-cutting is on the wane, but again it breaks out anew and seems to be as bad as ever.

If this cutting is bound to continue the results can, perhaps, be alleviated to a certain extent if no merchant reduces his prices below the man who first made the cut.

A Shallow Argument

AN EXCEEDINGLY WEAK point is made by the Toronto Globe in criticizing a recent speech of J. W. Flavelle on the cost of living. Mr. Flavelle made the claim that the consumer was supremely inefficient as a class in methods tending to lighten the burden of living, declaring that women nowadays are inconsistent in their demands upon the merchant. The latter is asked, for instance to "send up right away half a pound of beefsteak," and to do this he must maintain an expensive delivery system, the cost of which of necessity must be added to the price the consumer has to pay for the goods.

The Globe in its editorial says:

"There are probably twenty thousand small homes in Toronto in which there is a telephone and a housewife and one or more young children, but no maid and no refrigerator or other means of keeping uncooked meat. The housewives do their own work and mind their children themselves. To go out daily for meat or other supplies would be a great hardship. To these twenty thousand homes probably two hundred delivery boys with wagons may take meat daily or every other day.

"The cost of this delivery system fills Mr. Flavelle's mind to the exclusion of the other side of the case. Would he have the twenty thousand housewives wrap up their babies and sally forth every morning to buy their day's supply of meat and carry it home at a money-saving of perhaps fifteen or twenty per cent.? The meat would look cheaper, but as a matter of fact it would be incomparably dearer than it now is, because to its cost would be added the time and labor of twenty thousand messengers instead of two hundred."

That is the pith of the Globe's defence of the consumer. How much logic is there in it? In the districts in which those 20,000 housewives reside there is probably a grocery store and a butcher shop on every other corner, an easy stone's-throw from 75 per cent. of those 20,000 homes. Apart from wash-day what housewife is there among them who could not go to the corner and get the meat and grocery supplies for dinner? Do they not waste sufficient effort every day to be able to do this? How many among them are there who do not gossip with the neighbors an hour or two, or sometime during the day take a much longer journey with less at stake? No one begrudges them the fresh air—they are entitled to more than they are getting—but why shouldn't they carry home their small purchases and what would be the extra expense to which the Globe refers if these 20,000 women did go out each day and bring home these goods? It would undoubtedly mean a healthier nation and cheaper goods —not an expense but an investment.

Then again in probably half those 20,000 homes are children big enough to act as messengers. Would 10,000 children carrying home goods be termed an expense greater than 200 delivery boys?

The weakness of the Globe's editorial from a practical, business-like standpoint is self-apparent. It has made shallow assertions and proven nothing. In olden days women and children in their arms walked a good deal farther than the corner store and carried home heavier purchases. Are we degenerating physically that such things cannot be accomplished to-day?

The whole fact of the matter is Mrs. Jones and Mrs. Brown, of the present, have worked up a higher standard of living than their namesakes of fifty years ago. If they went roughing it in the camping district or on the ranch, they would put up with all sorts of hardships and effort, but once they return to the city they must almost have their victuals put into their mouths.

No one blames them if they didn't squeal so much about it; but when the responsibility is shifted by them and their organs, the large daily newspapers, on the grocer and butcher, their brazenness has reached a limit.

ENTER THE CLERKS' COMPETITION.

CLERKS ARE EITHER ORDER-TAKERS or salesmen. If the former they are of little more use than slot machines, but as salesmen they are an asset to their employers and to their future.

The writer five years ago met a clerk in a Western Ontario store who was most enthusiastic over the problem of selling. A short time later he secured a position as traveling salesman for an Ontario firm and later on went West. There he occupied the position of traveler for a large wholesale grocery house until the other day when he became sales manager for another firm. In fact the latter announcement is made in this week's issue.

Here is an example of what enthusiasm for one's work will do. Had this young man been content with simply "waiting on" customers, he would, no doubt, have been where he was five years ago.

A competition for clerks is announced elsewhere in this issue. We want every clerk to realize fully the possibilities of expanding orders given by customers. Every clerk has opportunities every day to sell goods customers themselves do not ask for. It is no offence to a customer to offer her other goods if it is accomplished in the proper way. Actual examples of how sales have been increased are desired.

Read the competition announcement carefully.

EDITORIAL NOTES.

HOUSEWIVES' LEAGUES in Canada are not cutting much of a swath. All noise and bluster, so far.

• • •

Don't put on an asbestos face when a customer comes up to the counter. It may help in the next world, but not in this.

• • •

THE WORST PART OF advertising cut prices is that it tends to demoralize trade in the town, and this reacts upon everyone in the trade.

• • •

AN ADVERTISEMENT THAT tells the truth will be a permanent investment if the truth is judiciously told and the goods are satisfactory.

• • •

INDIVIDUAL WORK AMONG the members of Parliament is what counts most in getting through favorable legislation and in amending the unfair brand.

• • •

BRITISH COLUMBIA MERCHANTS are hot on the trail of the dead-beat. A few pen-scratches by the Attorney-General would help considerably to arrest his progress. Let us hope they will be forthcoming.

• • •

REDUCING the money limit that a delinquent resident of British Columbia can carry away with him from $50 to $10, should simply be a matter on the part of the Government of righting a wrong that has already existed too long.

Taking Full Advantage of Their Selling Power

Montreal Retail Firm Extracting Most from the Tools at Hand—Results from Window Dressing — How Electric Coffee Grinder and Cheese Cutter Make Money—Writing Ads. That Pay.



Window of Murphy Bros., Montreal, that brought good results. Note the fixture of glass shelving which helps to make a showing this flat window does not give.

IF every retailer knew fully what a well-dressed window means, if every one of those catering to the needs of the household realized that the goods, tastily arranged, behind the pane absolutely say "attention," then the public would begin to study same more closely and be more susceptible to the selling talk on clever show cards, BUT——

To quote the words of L. E. Fogarty, of Murphy Brothers, St. Catherine Street West, Montreal: "Not half enough attention is paid to the window. A large percentage of grocers, right in this city of heavy street traffic, think it too much bother to even change them once a month. But they are losing money, and the people are not forming any good opinions of them either. We change them once a week—every Monday, and, although it takes a lot of time, nevertheless it pays enormously."

A further discussion on this subject brought out some interesting facts. The Christmas window, which would have been well up in the prize list in Canadian Grocer competition had the photograph been a better one, absolutely sold itself. Last year Murphy Brothers had to carry over quite a quantity of imported lines of high-class quality, such as preserved fruits, etc. This year the window was handsomely dressed with such goods, and such an impression did it make that even transients came in to order, and before Christmas Day had thought of dawning the entire stock in the window was cleared out. A second display of other lines had to be made, just for appearance sake, because Murphy Bros. would rather close down than have a poor window. Good maxim this: "Dress the window fully or lose big business by poor display."

A Display That Sold Oranges.

Just a few days ago they were after big orange business, and the plan for disposing of quantities was well conceived. The window was artistically set up, a reproduction of it being shown on this page. The glass display stand, a special staircase variety, carried an assortment of canned goods (the season for selling canned fruits was right on), and on top of each can sat an orange, with a few interspersed on the shelves and showcase, too. Each corner of the window carried a neat pile of the oranges, the base carrying the word "ORANGES" spelled out with oranges themselves; even the "25c per dozen" was worked out from the fruit. With red baby ribbon fastened here and there with short pins, originality and yet apparent simplicity of the design, as will be seen from the picture, certainly did the trick; and just to make the customer not forget what she saw in the window, there was a big display right before her inside. There the specially-built fruit showcase was full of this showy fruit. This case was made to order to do away with the poor appearance of wooden boxes. It has the appearance of ten boxes, five in each row strung together. But the wood is polished, and the whole affair being on wheels, it can be moved to any position necessary. In addition to this arrangement of oranges an advertisement in a local paper drew attention to the sale. As aforesaid, results were big, but of this advertising more later. It might be said that this case puts a double check on oranges, as they must be taken out of original case to be put into the one in the store, and so all bad fruit is detected.

Special Coffee Grinder.

"Yes, we grind our coffee, and, while that electric machine cost money, yet it paid for itself in a short time. We simply take the order for two pounds or whatever it is, turn on the electric switch, and away she goes. We can go on serving the customer, save time, and then the buzz of the machine gives a busy and coffee atmosphere to the store. Again, the profit is satisfactory." Many an extra pound of coffee has been sold through this very machine, as customers come over to watch it, and the query, "Can I grind you a pound or two?" from the wide-awake salesmen gets the "yes" and the "money."

Time-saving Device.

The day of cutting cheese with an ordinary knife has long passed, although there are, of course, some who like to stick to the "old ideas," but in this case it is poor business to be old-fashioned. You would not be satisfied with old

styles in clothes, so why be pleased with "past fashion dress" in the store?

Murphy Bros. have been using a cheese cutter which has also paid for itself in a short time. As the clerk cleverly put it: "We get the exact weight in cheese we pay for, and get the same weight out of it when slicing it." Besides, the glass-covered case in which the machine and the cheese sit, tends to stir up an impression of cleanliness and incidentally a buying desire on the part of the customer.

Murphy Bros. are strong on the "specially-built" matter in store fixtures. They originate ideas themselves. Like the Bereans of scriptural fame, they are "always looking for something new." Their refrigerator resembles a store front, door on each side, so that their clerks can enter, the two compartments being divided by a heavy partition, provisions thus being kept separate from the butter and cheese. There is no dampness traceable at any time, and, as purchasers see the clerk inside through the large glass windows, the general effect is good.

Tobacco and Cigarettes.

"I noticed that tobacco article advertisement in your issue of January 30, and do you know that is exactly the plan I am following. We cannot expect the customer's eye to pierce wood and see stocks under the counter, so I carry a mixed range of smoking and chewing tobacco, cigarettes, cigars in that showcase in the middle of the floor there, and it sells goods, too," remarked Mr. Fogarty, as the writer began to look at the case.

"But you create demand at the counter, too?" inquired Canadian Grocer.

Clerk Scents Social Events.

"Sure," was the confident reply; "what do you think we are here for? To supply demand? No, sir; we can sell what we want, and tobacco is no exception. When a customer comes in to buy cheese, crackers, etc., I suspect that there is going to be a little party, and immediately give a selling talk on cigarettes and cigars, and the business comes. If you let them buy their supplies somewhere else, well, then, you are the loser. Next time a similar party is held it will be a case of "and send me a few packages of cigarettes, etc.," into the bargain."

This is the correct idea. Never be satisfied with the wants of a customer. Create wants, but not in such a manner as to displease.

Goods Sold Over and Above Demand.

"Here is a line of caramels put up in miniature fruit baskets. There is a nice profit on them. Clerks have been pushing them out, and almost 25 gross have been disposed of in a ridiculously short time."

Mr. Fogarty drew the writer's attention later to a special liqueur bottle. It was fancy, had four compartments, each containing a different liqueur. Retail price was $3.50. A pretty heavy supply of these was put in around Christmas, and, as the latter said, "We would have had them still if we had not introduced them. But as you say, we are out to sell, not take orders all the time." It was also pointed out that customers rely on them to a very great extent for advice.

Forms of Advertising That Pay Them.

Murphy Bros. lately discovered that the little advertising they were doing was proving beneficial, and now they have increased their publicity appropriation, and are hammering away at it in great shape and with splendid results. One of their headlines was: "No one as yet has equaled our price in butter," and the special quotation appealed to many a housewife miles away from the store, and just lately these grocers decided that they were up against a delivery proposition. The advertising had increased their trade wonderfully. Special quotations on both butter and eggs were securing telephone orders from strangers, and diplomatic talk over the line on the part of the clerks secured instructions for something else to go along with the order.

"How are we going to keep up deliveries and satisfy this growing clientele? We must not disappoint." A certain amount of deliberation brought about the answer. It was agreed that they would have to buy four new rigs and two new horses, and as the old delivery vans would have to be replaced, the outlay would reach the four figures.

Calculations went to show that an automobile would do the work of three horses and look quite up-to-date, so over sevnteen hundred dollars was thus invested. Yet this will mean, they confidently expect, a saving of 33 1/3 per cent. on expenses and time.

Right in a large city like Montreal, where daily paper circulation is scattered, this firm has secured big dividends from their publicity. To what better advantage, then, can dealers in smaller towns use the local press and show the public what service they have! "Advertise and dress your windows. Dress your windows and advertise. Don't get tired of it; it's a paying proposition in the long run," is the way Murphy Bros. put it.

Use the Ads. in the Store.

Every night their ad. appears it is clipped from the paper and placed in a neat counter bulletin stand. Just imagine an individual billboard reduced to a minimum and sitting on your counter. That's what these people make out of their ads. The customer who has seen it in the paper also sees it sitting in this attractive glass-covered upright stand—another reminder, a gentle reminder, that saves the clerk's tongue.

There will be more to say about this store later, how further investment has been made in a special electrical sign and how it pays; but just before closing there is an interesting little sidelight to the advertising done by this store. In a recent ad. they gave a list of cheese at different prices. A few days after it appeared a letter was received from Fort Frances, Ont., stating that they had not stated sage cheese, which used to be made in the Eastern Townships, but which lately seemed to be growing less popular. "I'll do my utmost to get that cheese for these people," said Mr. Fogarty, "but I'll never put an ad. like that in on Friday again. The returns were immense, and Saturday being an extra heavy day, we were rushed to death getting the orders filled and out."

However, they have no kick, as receipts since the science of retailing was studied and followed have increased steadily to a most gratifying extent.

L. E. Fogarty, the present general manager of Murphy Bros. really devoted the greater part of his life (he's a young man yet), to mechanical engineering, the grocery business being new to him. He is doing some "paying" engineering right now, and the following terse rules from him may well be considered by every man in control of a store:

"Always keep the store window changed. Dress it once a week. You change your own clothes regularly."

"Install all genuine time-saving devices. Give the clerks all time possible with the customer."

"Never let a woman leave the phone too soon. Woman is talkative, remember, and inclined to forget. Help her remember what she forgets. It will pay."

"Lazy clerks are not an ornament. Weed them out."

"Get the customer out of the store quickly with the biggest order you can take from her."

"Keep the counter free from crowding; serve customers in turn and serve them quickly and fully."

Canned Goods Address Illustrated on Canvas

Retail Grocers' Association of Toronto Hear W. R. Drynan Give the History of the Tin Can—Immensity of the Industry in Canada Demonstrated—Modern Canning Machinery Shown.

LIMELIGHT views thrown on the canvas showing the evolution of the present modern methods of preserving fruits, vegetables, meats and milk, accompanied by a lucid address on canned goods by W. R. Drynan, of the Dominion Canners, Hamilton, Ont., made the special meeting of the Toronto Retail Grocers' Association, on Tuesday evening one of great interest. The audience, while not large was a select and attentive one, following the speaker closely for two hours while he delved back into the past and traced the history of the canning of goods from its inception up to the present.

He dealt carefully with the methods of preserving the contents of the can dwelling upon the freshness of the goods which go into it. Prices made by the canners, the care required in storing the goods, and selling suggestions including actual window displays on the canvas were other phases of the subject considered.

Neil Carmichael, president of the association, introduced the speaker.

Mr. Drynan took for his text "The Romantic Tale of a Tin Can," and went thoroughly into the history of the origin of canned goods and the tin cans in which they are sold so widely to-day. By way of introduction he asked his audience if they had ever considered the romantic stories contained in so many of the goods they stock on their shelves, making particular reference to olives, dates, oranges, etc. He told of an instance where a jar of honey, in a perfect state of preservation was recovered from among the ruins of Rome; it had evidently been in existence for centuries. This was by way of leading up to the sealed container which is of the utmost importance to the public of to-day.

Various men, he pointed out had aided in bringing the present system of canning up to its high standard of to-day. He gave the French the honor of being the first to really preserve fruits and vegetables in hermetically sealed cans. To a down East Yankee, Mr. Drynan said must be given the credit for developing the industry which has become one of the most important in the world, when its many benefits to mankind are taken into consideration.

From Canadian Standpoint.

Passing to the history of canning goods so far as Canada is concerned, he stated that the first factory of any importance was established at Grimsby, Ont., in the year 1868. This was started by W. W. Kitchen, and passed through a great many hands until it was purchased by the Canadian Canners some years ago. While the first factory was established at Grimsby, the first canning ever done was at St. John, N.B., in 1839. There, fish was canned by an American, who later moved across to the State of Maine.

Through many of the succeeding years the history of canning in Canada was shown to be unremunerative on account of the fact that the industry was not protected against competition with the United States products. Later, however, when this protection was secured the industry revived. Even then there was so much cutting of prices being done that it was not safe from being swamped due to so many financial losses on the part of many factories. This led to the formation of the "Canadian Canners" in 1903, and later on in 1910 the Dominion Canners were formed. In addition to this company to-day there are at present some 60 or 70 more other factories scattered over the country.

About 90 per cent. of the fruit and vegetable canning is done in Ontario between Kingston and Windsor, British Columbia, however, reigning supreme, as the trade knows, in the canning of salmon, where some 60 canneries represented an investment of about $2,500,000.



Above window was one thrown upon the screen during Mr. Drynan's address. It is a Moose Jaw, Sask., display.

An Immense Industry.

Figures presented by the speaker showed that about 125,000,000 cans were necessary each year to supply the demand of the various companies. Placed end to end this would make a ribbon of can from Toronto to New York, down and through the Panama Canal up to Vancouver and back to Toronto. The preparation of these meant work to men employed in mining the tin, rolling the plate, manufacturing the cans and making the labels. Each 24 cans requires a wooden case which connects up the lumber industry with that of canning. Five million cases require enough lumber to make a sidewalk two feet wide from Montreal to Vancouver and some one hundred and fifty million nails are necessary in their manufacture. Altogether he estimated that the capital invested in Canada would amount to about $10,000,000. When there was added to this that 40,000 acres of land were necessary for growing the fruits and vegetables and that some 75,000 people were benefited by the business, the immensity of the industry was plain.

Mr. Drynan then went into some points on the preservation of the fruits and vegetables showing the evolution since the beginning of history when Adam was dismissed from the Garden of Eden for eating the fruit instead of preserving it. This was an exceedingly interesting part of his address and will be gone into more fully in a later issue.

To show how careful reputable manufacturers are to secure fruit and vegetables at their best, he cited a number of clauses from a canners' contract with the growers. This showed that the growers must only send absolutely fresh, firm and clean fruit to the canners, and that vegetables must be picked when young and tender, and they must be delivered fresh to the factories.

Ptomaine Poisoning.

Ptomaine poisoning, has been a more or less controversial subject for a good many years. The speaker went into this carefully pointing out that few cases of sickness and death were caused through persons consuming canned goods. This is a point that for lack of space here we shall go further into in future issues.

He pointed out the importance of storing canned goods, so that there will be no chance of the tins rusting. The ideal place for canned goods he said is about 40 degrees temperature and cases should be piled on floors with plenty of room for the air to get at the cans from all quarters.

The "Tomatoes" Were Peaches.

He also took up the question of cans being sometimes wrongly labeled. The packer is often censured as being dishonest, for this condition. To show that this is quite unintentional, he cited a case of a Halifax wholesale grocer who some years ago had a tremendous run on a certain brand of tomatoes. In order to determine the reason he opened a can one day and found it to contain peaches. This explained the popularity of the brand. Mr. Drynan attributed this to careless workmen. He also explained the causes of the contents of the can going sour by the fact that there is sometimes an error in over-heating vegetables before they reach the cans. This was mentioned to emphasize why the packer must watch the canned product practically from the seed until it reaches the market.

The life of canned goods was also dealt with. Instances were cited where they had kept perfectly from 25 to 40 years. "Canned goods should not be allowed to freeze," said the speaker, "but once they do freeze they should be kept frozen if possible until ready for use." Facts were quoted to show that age does not affect canned goods unless a perforation should happen to be made in the tin.

Power of Suggestion in Selling.

The last part of the address was given to methods for increasing sales. In this he emphasized the power of tact, and the art of suggestion. "Possibly very few housewives," he said, "are aware of the excellent quality of canned beets; a quart jar or a glass dish of these beets placed on the counter with a small card calling attention to the superior quality, will usually result in increased sales and the exposed jar suggests a seasonable appetizing dish to the housewife. That more canned goods is not sold is due to the fact that the housewives' attention is not called to them." He, further urged grocers to push sales of the higher quality goods rather than being content with many sales in coarser and inferior goods, particular reference being made to canned peas.

The importance of the window was fully dealt with and also the newspaper. These two assistants of the dealer can always be used to good effect in giving suggestions to the housewife.

Will Help Lower Cost of Living.

Particularly at this time was the situation favorable to push the sale of canned goods in view of so much talk about the high cost of living. He compared the cleanliness of the canning factory with the average kitchen making the claim that the former is the more sanitary. In advising the trade to watch their canned goods closely, he said: "If labels have become soiled, write the packer or your wholesaler for others. The packer should be just as interested in his goods as you are, as it is to his interest to have them reach the consumer in an appetizing manner."

In dealing with prices he deprecated selling at cut prices. "The cut price dealer is weaker to-day than ever," he stated, "because the consumer recognizes that efficiency of service counts for more than prices. Possibly some of you," he added, "are inclined to criticise at times the manufacturer for high prices. Prices on canned foods are subject to the law of supply and demand the same as other commodities. History shows large packs invariably means low prices. The packer appreciates that his goods must be consumed and though they may be off his hands, until they reach the consumer they are not really sold. Remember that the canner, unlike most other manufacturers has only one chance once a year to put up his pack. He is altogether dependent on weather conditions. Take for example the season just closed, and we find that the canner of Eastern Ontario had the smallest pack in years, notwithstanding a very large acreage. On the other hand, however, the pack in Western Ontario was one of the best.

"The canner has to invest in the beginning of the season large sums in supplies, such as cans, cases, labels, machinery, etc. If his crop is short he has to finance a large surplus supply over a whole year. If his pack is short, his operating expenses are proportionately heavy; that is, for example, if he has only half a pack his operating expenses are double what they would be in season of a full pack. He pays out large sums of money in the spring which he cannot get back until the fall at earliest."

He advised the retail trade to consider carefully the fixed-price selling plan which was becoming more or less popular in view of the fact that the cut-price grocers and large departmental stores were thereby being prevented from obtaining certain popular brands. In the fixed selling price the idea is to prevent one merchant being injured by another who might take it into his head to sell a popular line at a greatly reduced price.

President Carmichael concluded the meeting by thanking Mr. Drynan for his instructive address.



Yeatman & Co., Ltd., London, England, are employing agents in Canada to sell their jams, etc.

John Gray, they say, ate four dozen raw eggs out of the shell at one sitting last week at a New York restaurant. And one was bad. The man who went a-fishing caught ten fish and one smelt.

Where the light, flaky, TELFER Soda Biscuits come from—

They are made in a new "daylight factory," where purifying sunshine floods every inch of floor space.

This new factory is the last word in sanitation—in equipment—in cleanliness. This new factory has given to Telfer's Biscuits a higher degree of quality and makes this line the indisputable leaders in quality biscuits.

Cleanliness

reigns supreme in Telfer's Toronto Factory. Machinery handles everything possible. Shower baths are provided for both the men and the girls. The floors fairly radiate—they're so clean.

The bakers are white-gowned—every one of them. Every employee is dressed in white, and they are just as clean as they look.

Best of all, God's Good Sunshine sweetens every nook and cranny of this new five-storey "daylight factory."

Environment

is carefully considered in this ideal bakery. Contented and cheerful workers are the result of the delightful surroundings provided in Telfer's "daylight factory."

Every labor-saving device known to modern baking has been installed in order to lighten the labor and enable employees to give more attention to quality. The bright, airy, daylight-flooded workrooms develop cheerfulness among the workers.

Walking through this factory one cannot help but notice the eternal vigilance enforcing the factors that have developed the high quality of Telfer's Biscuits.

This high quality has been augmented by the installation of the latest in baking machinery,—by the use of waxed-paper lined cartons that ensure the crispness of the contents, as they are dust and moisture proof. Every tin is thoroughly sterilized. Every ingredient is tested three times before it is used. It must come up to Telfer's high quality standard or it is not accepted.

To give *you* the best biscuits possible—to put into Telfer's biscuits that deliciousness that brings repeat sales—is the reason behind this unswerving policy of quality guarding.

Telfer Bros. Limited

Sterling Road, TORONTO, ONT.

TELFER'S—the factory with the ovens on the top floor

No odorous vapors arise and circulate through the factory, permeating everything



These top-floor ovens ensure a higher quality in the product. All vapors escape and the air in the floors below is kept sweet and pure.

Gravity helps us too, for only ten minutes elapse from time the biscuits come from the ovens until they are sealed in the waxed-lined cartons. This speed brings to you the delightful fresh-from-the-oven crispness that characterizes the Telfer products.

Telfer Bros. Limited

Sterling Road, TORONTO, ONT.

Branches :

COLLINGWOOD, BRANTFORD, HAMILTON, WINNIPEG, FORT WILLIAM, EDMONTON

Methods of Doctoring a Sick Business

How One Merchant Made Large Profits on a Small Investment —Sending Out Price Lists Found Profitable—Price Tickets in the Show Window.

Written for Canadian Grocer by C. J. Morris.

THERE is always a purpose in business. That purpose is the desire to make money. The conditions of that desire are various, each one depending on the ambition of the individual. How much the business man wants to make therefore depends upon himself and his own resources.

It is said that comparisons are odious, but comparisons in business matters are necessary, even though they be odious. A business is very much like a human being, for, like a man or a woman, it is subject to a good many ills. Some businesses are very weak on account of a poor constitution; others are healthy and robust. There are doctors and remedies for the sick man, and practically the same remedies are in existence for a sick business. There can be nothing odious in such a comparison.

The Price List Cure.

When a business is found to be ailing one of the first things to be done is to find a remedy. A good remedy is to clap a plaster on its chest. A good plaster is a price list. It is surprising what relief it will give. A few days ago I came across a small retail merchant who seven or eight years ago, started business with a capital of $400. He was one of the big crowd of retailers now rapidly disappearing, who looked upon bookkeeping as a pure waste of time; that, or his knowing nothing of accounts caused him to forget entirely the necessity for a balance sheet. Anyway, despite this omission, and through infinite exertion, he has made a snug little pile of $5,000 for himself, and now wants to sell out and go into something where the field will be larger. Some people would think this a foolish step to take, but this merchant is ambitious and lives only for work. A man of his calibre cannot fail. The word "fail" is not in any dictionary of his. Nor is it to be found according to Richelieu "in the lexicon of youth" at all. One of the principal things that brought him business was a price list he sent out every month all over the neighborhood. He also published this same price list at first once a month in the weekly paper, and afterwards regularly every week as he found results justified the outlay.

Now, people read price lists—women do particularly; and if you are selling anything one cent or two cents cheaper than anyone else the women-folk who, after all, are really the mainstay of the retail merchant will go some distance out of their ordinary course to save that reduction.

Where is the housewife who will not go out of her way for the three articles at 25 cents, instead of paying 10 cents each? It is a question of domestic economy for the woman and one of business economy for the business man.

A Smart Example.

It is impossible to make a law to suit every business and one set of rules cannot be made applicable to every merchant. But there are universal principles which can be set up for the betterment of business in a general way. Now, a most effective general rule that can be adopted by nearly all retail merchants is to reserve one day in every month, at least, for a special advertising scheme. The plan is simple. Say that the appointed day is the first Monday in each month. On or about the 25th of the previous month send out a circular distributing it far and wide about your district, and insert a telling advertisement in your local weekly paper, calling attention to the fact that on this special day any article can be obtained at a discount of 10 or 15 per cent. (Please yourself how far you can go). You may take it as a certainty that your turnover for that day will be considerably increased. And good business man, as you are, you will not let the grass grow under your feet.

You will see to it that the loss of income you are enduring for advertising purposes will only be apparent. It should not be a real loss, and it need not be. You will of course, among other things, get in a good job line of something, some good stuff you can buy cheap, and there are many good job lines to be had at the present time.

Marking Goods.

Talking of price lists brings to mind a conversation I had last week with a hardwareman who asked for an opinion as to the advisability of marking goods. This merchant was inclined to disagree with some of his friends who argued that it is better not to price window goods. Many large merchants consider it a mistake not to price window goods.

In a busy street of a busy town you must catch the eye of the passer-by. The mere sight of the articles in the window will not always do it. But a prominent card with the price of the article on it will. There are two ways of pricing goods. There is the aggressive style, and the reminding one. The former is done by big brazen figures, with an alluring inscription; the latter by just intimating the price in small figures in a neat way. The difference in the two is the difference between a coarse, loud shout and the gentle aristocratic whisper. Both are effective in their different spheres.



LOWERING COST OF LIVING.

(Continued from page 29.)

Food Value of Gluten.

Gluten is to wheat what the red lean of the meat is to a roast. It builds up the tissue and reconstructs the cells of the body. Fats, sugar, and starch constitute fuel for the generating of human energy, but just like the proteids of vegetable and animal foods, they cannot repair the weakened physique or resupply the wear and tear of the human machinery.

Durum wheat flour goes under the name sometimes of semolina, and there is little need in stating that it is golden-colored, as all know that already, because its high gluten content makes it so. But there are certain manufacturers of alimentary pastes who use a poor quality wheat, and thus do not turn out the proper goods, so that every dealer should be guarded fully against flowery talks from salesmen who say only that there is no maize flour in their article, thus trying to cover up the lack of the good glutinous wheat by pointing out what "it has not got" instead of what it has.

It is interesting to note that in Canada the per capita consumption is only about 1½ lbs., while in the States 4 lbs. per head are used, and on an average of 17-21 lbs. per head in Europe, according to the nationality.

Again, dealers might bear in mind that macaroni only contains 2½-3 per cent. water, while bread contains over 25 per cent. Here again is a case where macaroni, cheaper in the long run than fancy loaves, is decidedly economical and healthful.

Grocers have an excellent opportunity right now, as has been said above, to make macaroni one of their big sellers. Canada, according to Government report, only consumes 11,000,000 pounds annually, so that all that is needed is educational work. Every dealer is an educator, and can be a forceful one, too, so

Talk macaroni.
Display macaroni.
Window macaroni.
Sell macaroni.

Particulars of the Contest for Clerks

Money Prizes for Best Examples of Sales Expansion and Methods Used to Move Out the Goods—Results Will Appear in Expansion Number of April 7—Enter Into the Contest at Once.

Clerks, attention! The contest is on. Here it is in brief:

Each one of you has at some time or another conducted a selling campaign on some particular line.

You have, by adopting certain selling methods, expanded sales on one or more food stuffs or on a house-cleaning article; or you have raised the standard of quality of certain lines of goods sold regularly to your customers.

We want you to tell the story about it in as few words as possible—but tell it fully. The contest is now on. Who'll be the first?

Prizes will be offered as follows:—The clerk who gives the best example of the expansion of sales on any particular line of goods or associated lines will receive a cash prize of $3. The second prize will be $2, and the third $1. There will, of course, be other answers suitable for publishing. These will be printed and paid for at regular space rates for correspondence. This gives everybody a chance. The contest will help every clerk who enters it, because it means the analyzing of sales and methods.

Conditions and Suggestions.

1. The articles on which sales were expanded must have been sold at regular prices, not at cut rates.

2. Each clerk may send in as many items for the contest as he may desire, but each must refer to one particular line, or associated lines, and must be written on a separate sheet of paper.

3. Answers should be confined in as brief a space as possible.

4. Where possible, point out either the quantity or the value of the goods sold by adopting certain methods. (See page 35, Feb. 20 issue, for methods used by a Nova Scotia clerk to raise standard of tea sold to customers.)

Winners in the contest will be announced in the Annual Spring (Expansion) Number of April 17, together with the articles they submit.

Now is the time to get busy. Each clerk has some strong evidence up his sleeve of the selling power of the staff of a retail store. He knows selling talks that have sold new goods or raised the standard of staples selling all the time; he can tell of unique display methods or a well written newspaper advertisement that has brought business; and he can point to a dozen and one little store "kinks" for expanding sales.

All replies should be addressed to The Editor, Canadian Grocer, 143-149 University Ave., Toronto, and should be in before March 31. Better send them along at once. Further particulars on request.



ASSOCIATION NEWS

DATES FOR WESTERN CONVENTION.

The convention of the Retail Merchants' Association of Western Canada will be held on March 23, 24 and 25, at Moose Jaw, Sask.

It is expected that close on a thousand delegates will attend the convention and all matters regarding transportation will be left in the hands of officials at Saskatoon.

The following are the Moose Jaw committees appointed to arrange the details of the convention:—

Accommodation and reception committee—G. Morrison, H. A. Davidson, N. J. Porter.

Programme committee—W. R. Ecclestone, Williams, and E. O. MacGinnis.

The arrangements for the entertainment of the delegates will be left in the hands of the general executive, of which body E. O. MacGinnis is the secretary.

* * *

EARLY CLOSING BY-LAW REPEALED.

The grocers' compulsory closing by-law passed some weeks ago in London, Ont., has gone out of existence. Acting on a petition signed by 80 grocers, or more than one-third of the 212 grocers of the city, the city council repealed the by-law. Under the provincial regulations, when a city council receives a petition signed by 75 per cent. of a certain line of merchants, it must pass a by-law in accordance with the terms of the petition. In the same way a petition may be presented for the repeal of the by-law, but it requires the signatures of only one-third of the total number of grocers.

As soon as the by-law was repealed by the city council the grocers of the south-east part of the city lost no time in getting a petition in circulation for the closing of all grocery stores south of the Grand Trunk tracks and east of Adelaide Street, at seven o'clock every evening, excepting Saturdays and nights before public holidays. G. B. Drake, A. Baker and J. A. McFarlane were the committee that waited on the grocers, and were successful beyond their expectations. It goes into effect at once. They also were successful with a petition to close their stores on Wednesday afternoons during the months of May, June, July, August and September.

CALGARY SUNDAY REGULATIONS.

With the object of ascertaining the true feeling in Calgary, Alta., regarding the stringent Sunday legislation now in effect three canvassers engaged by the local branch of the Retail Merchants' Association will make a house-to-house canvass of every residence in Calgary, for the purpose of obtaining signatures to anti-Sunday law petitions which will be submitted to the Attorney-General's Department at Edmonton. This step was decided upon at a recent meeting. It was reported to the meeting that there were over 10,000 signatures to the petitions which had been circulated in the local confectionery and drug stores.

* * *

OTTAWA VALLEY MEN UNITE.

An association of the retail merchants of the Ottawa Valley was formed at a meeting held last week in Ottawa. There was a large gathering of merchants from many towns of Eastern Ontario.

The officers elected for the year are: President, J. A. Cochrane, Russell; vice-president, Joseph Benoit, Crysler; secretary, William F. Kenny, Russell; treasurer, John Haines, Metcalfe; executive committee, P. A. Gagno, South Indian; D. McGregor, Morewood; O. Simpson, Metcalfe; O. Racine, M.P.P., Casselman; and W. G. Gauley, Vars.

* * *

R.M.A. AT OTTAWA.

The ninth annual convention of the Dominion Board of the Retail Merchants' Association of Canada, assembled in Ottawa last week.

Some important subjects were taken up at the convention during the two days' session. Among other subjects, the association decided to press forward legislation during the present session, if possible, to make false advertising of any article a criminal offence.

They will ask the government to institute a department under the minister of trade and commerce for the purposes of the retail trade similar to the departments that are now in operation for the protection of the laboring and agricultural classes. They propose starting a campaign for the purpose of educating the public regarding the necessity of the retailer, and claim that for every dollar invested by the manufacturers and producers, over ten dollars is invested in distribution.

The Dominion Board tendered a luncheon in the Chateau Laurier to representatives of the Hardware Dealers' Association. In his annual address Past President H. Occomore of the latter association, suggested joining in with the R.M.A. in national issues. He said:

"I would suggest that before this convention closes a strong committee be appointed to go fully into the question of joining in with and, if necessary merging ourselves with the Retail Merchants' Association of Canada (incorporated), as I am more firmly convinced than ever that if we wish to secure for ourselves our rights as retailers, get our wrongs righted, either in Provincial or Dominion matters, it will be necessary for us to show that we are thoroughly representative. Almost all legislation we may be after affects not only us, but all branches of the retail trade. This we cannot do as a one-line association but if there is some way (and I think there is) by which we can unite with the Retail Merchants' Association, there is no reason, that I can see, why we should not get almost everything we go after."

THE PASSING OF JOSEPH FELS.

Joseph Fels, of Fels & Co., soap manufacturers, Philadelphia, Pa., has passed away. Mr. Fels, apart from his association for a good many years with the manufacture of soap, was widely known as a single tax advocate, having visited Canada not so long ago lecturing on his favorite topic. He recently returned from England, where he had given a large part of his fortune to the creation and maintenance of a single tax co-operative colony near London.

Employees of his firm in Philadelphia benefit by a profit-sharing system inaugurated by Mr. Fels.

Death was due to pneumonia after a short illness. Mr. Fels was 61 years of age.



To E. CUTMORE, vice-president and manager of Brantford Cold Storage Co., Brantford, Ont. He was born on 28th February, 1875. He started in the egg and butter business over twenty years ago in Brantford with the late H. Beney, who was his partner for a few years. He was in business for himself up to two years ago, when Brantford Cold Storage Co. was organized. He is also vice-president of the Brantford Scale Co.

Current News of the Week

Quebec and Maritime Provinces.

Charles Chaput, president, L. Chaput and Fils, Montreal, has left for a six weeks' holiday in Florida.

Armand Chaput, general manager, L. Chaput and Fils, Montreal, has left for Toronto and New York on a business trip.

Zeph. Hebert, president, Hudon, Hebert and Cie., Montreal, has returned from a six weeks' trip, which he spent in France.

Henri Jonas, Henri Jonas and Cie., Montreal, sails from France for Montreal on the 4th of March.

Letters patent have been issued incorporating the "South Shore Abattoirs, Limited," to carry on the business of packers, provision merchants and butchers throughout the Dominion, with headquarters at Longueuil, Que.

Ontario.

Tucker Sidney, grocer, of Waterloo, Ont., is dead.

Betzner & Co., Berlin, Ont., grocers, have sold to Robt. More.

Chas. Plumb has succeeded S. W. McCormack, grocer, Toronto.

Frank Noel, Hawkesbury, Ont., grocer, has been succeeded by A. St. Jules.

Wm. C. Wilson & Co. have opened their new general store at Thorold, Ont.

Mr. Hudgell has gone into partnership with R. E. Blinn, of Dundas Street, London, Ont.

A Port Stanley, Ont., report says that sufficient capital has been secured to start a broom factory there.

A. G. May has lately opened out in the grocery line in new premises corner of Cumberland and Burriss Streets, Hamilton.

J. D. Dewar, London, Ont., traveler for Geo. Watt & Sons, Brantford, celebrated with his wife the fiftieth anniversary of their wedding.

A. Chillcot, who has just completed a fine brick block at 969 Barton Street E., Hamilton, intends occupying one of the stores as a grocery.

J. J. Harding, a Duchess Avenue grocer, London, Ont., has decided to build a store for himself, as the building he occupied has been sold.

In our issue of February 13 a cut of the prize-winning advertisement in our Christmas ad..writing contest was shown. It stated, however, that the Climax Grocery was located at Port Arthur, Ont. This should have read Fort William. This store has captured the first prize in the last two contests.

W. E. Humphries has sold his grocery stock and building in London, Ont., to A. Henderson, who was formerly in business on Cheapside Street.

John Critelli, Niagara Falls, Ont., is asking for tenders on fixtures and equipment for a new departmental store he is opening there on March 1.

Dane, Hortop & Co., grocery brokers, Toronto, are moving their offices to Room 100, Board of Trade Building. They will be at the new address after March 1.

J. H. McDonald, Listowel, Ont., has disposed of his grocery store to George and Scott Binning. Mr. McDonald will continue in the flour and feed business.

The death occurred last week of Bruce Allison, a Windsor, Ont., grocer. He was a member of the Board of Education there. Death was due to pneumonia.

Hoskin & Reynolds, Dundas Street, grocers, of London, Ont., have dissolved partnership, Mr. Hoskin continuing, and Mr. Reynolds has joined the traveling staff of the Noble Biscuit Company, St. Thomas, Ont.

E. L. Aiken, for many years on the road for the Mooney Biscuit Company,, has leased the store in connection with the apartment house at the corner of Barton and John Streets, Hamilton, and opened out in the grocery business.

C. F. McArthur Company, general merchants, Kenmore, Ont., tendered a banquet to their employees last week. Thirty guests were present, the banquet being the third annual.

Grocers in Municipal Life



JNO. M. PATTERSON, Paris, Ont.
Besides operating an extensive grocery business in Paris, Mr. Patterson is Mayor of the town.

Western Canada.

Price Hughes and E. J. Butler have taken over the Imperial Grocery, Regina, Sask.

The Palace Grocery Store (Conlin Bros.), Swift Current, Sask, opened recently. It is finished in white enamel.

W. Georgeson, wholesale grocer, Calgary, Alta., has sold his interests to the Stockton Company of Minneapolis, U.S.A., who will take over the business on March 16. The Tuxedo factory will, however, be still operated by Mr. Georgeson. The Stockton Company is one of the largest wholesale concerns operating out of Minneapolis, and with Nash Brothers, controls thirty-seven wholesale establishments in the United States and Canada. It owns the Moose wholesale grocery at Moose Jaw, a similar institution at Medicine Hat, and is known to the Calgary trade as an operator in fruits.

Western Canada grocers will be interested to learn that G. McLean, for fifteen years associated with the A. MacDonald Co., is about to start in the wholesale grocery business for himself. On the 1st of March this firm will be ready for business, being now located in suitable quarters in the Wood Building, Market Street, Winnipeg. Mr. McLean has for the past nine years acted as buyer for the A. MacDonald Co., being Mr. MacDonald's right-hand man. He has also acted as secretary-treasurer of that company. D. D. Butler is associated with the G. McLean Co. as sales manager. For the past four years Mr. Butler has been with the A. MacDonald Co., and so is by no means a new man to the western trade. Mr. Butler also has many friends in the East, for he was before coming West associated with F. C. Harp, of Brantford, Ont., and later with the Red Rose Tea Co. of Toronto.

GOOD ENOUGH TO RECOMMEND.

Canadian Grocer:

Sirs.—Kindly discontinue Canadian Grocer, as I am giving up business. Will recommend same to new people. It certainly has been a great help to me.

A. CLEMENTS.

The Price of Salt Up Five Cents a Barrel

This Due to Increased Cost of Wooden Packages—Evaporated Apples Firm—Rangoon Rice Quotations to be Lowered April 15.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Clear fat pork advances $1 per barrel.
Clear pork advances 50c per barrel.
Hogs, abattoir killed, advance 25c; country killed also advance 50c.
Market dependent on American centres for supplies.
New laids only stock available at present
New Zealand butter reported as being on market. Supplies diminishing rapidly.
Cheese stocks exhausted. Export order cannot be filled.

FRUITS AND VEGETABLES—

Apples advance 50c. Market very firm.
Lemons also advance 25c.
Bananas up 25c.
California navels down 50c.
Brussels sprouts down 2c; cabbage up 25c.
Celery, California, down 50c; Florida down 50c.
Spanish onions up 25c; Red Danvers, 50c; Shalottes up 10c; young onions quoted at 30c.
Potatoes are very firm and show an advance of 10c per bag.

FLOUR AND CEREALS—

Flour market stronger.
Cereals steady.
Mill feeds continue very strong.

FISH AND OYSTERS—

Herrings, medium, up 10c, 100 count; kippered herrings down 10c box.
Yarmouth bloaters down 10c.
Haddies up 1c.
Demand very heavy, resulting in exhaustion of frozen herrings, green codfish, salted eels. Expected that under present demand haddock, steak cod, frozen eels and haddies will also become exhausted.

GENERAL GROCERIES—

Sugar market shows firmness. Better demand all along the line.
Dried fruits are in better demand. High prices affecting prunes.
Rice quotations lowered, taking effect April 15th.
Molasses reported to be quoted 5c cheaper, beginning May 1st.
Another advance in both shelled walnuts and almonds.
Dried vegetables moving out well. Much better demand for all lines.
Salt has advanced 5c per barrel. Chicory has declined 2c pound.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—

Newlaid eggs, in cartons, 35c; newlaids, 33c; storage, 28c.
Strong undertone in butter.
Cheese advances ¼c.
Good demand for poultry.

FLOUR AND CEREALS—

Winter wheat flour up 15c.
Rolled wheat up 25c to $3.
Mill feeds firm.

FRUITS AND VEGETABLES—

Spies, hand-picked, $5 to $6.
Winter apples up to $4.50.
Imported apples, Jonathans, Spitzenbergs and Roman Beauties up 25c.
Potatoes up $1.05 to $1.15.
Cuban grapefruit advances.
Carrots and sweet potatoes up.

FISH AND OYSTERS—

Labrador herrings up 25c per half-barrel.
Scotch herrings, $1.25 per keg.
Dried codfish, $7.50 per cwt.

GENERAL GROCERIES—

Evaporated apples up ½c.
Cream tartar scarce.
Rangoon rice to come down in price April 15th.
Salt up 5c per bbl.

QUEBEC MARKETS.

Montreal, February 25th.— Market this week has been a little busier than usual, particularly so as regards canned fish and vegetables, in view of near approach of Lent which starts in to-morrow. There has been very healthy feeling prevailing in this market for some time past and present feeling is showing slight improvement over previous weeks although some of local houses state that business is little quieter. Collections are much same as in former weeks with accounts being paid as regularly as ever in east, but west, although it has improved considerably, during past two months, is still a little backward.

SUGAR.—Owing to fact that people are beginning to think that sugar is about as cheap as it will be there has been quite a noticeable improvement in demand during past week. General impression among local dealers is that market is a little firmer than in former weeks and very few look for any cheaper prices. Of course it must not be overlooked that there is a fair demand being received for sugar on account of marmalade season now being in full swing. Apart from that fact though there is a much better demand than in previous weeks. Following prices are still in effect.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS. — There has been quite an improvement in demand for all lines, particularly so in raisins which have been moving out in large quantites. Prunes, of course, are receiving their usual spring demand but this year it is affected by their present quotation which is considered to be too high by most of the retailers. Considering available stocks there is really no reason to believe that there will be a reduction in present quotations as supplies this year are none too plentiful. Demand for evaporated fruits of all descriptions is steady though light and their movement is considered to be slow. Demand for dates and figs is no more than normal. There has been no change in the quotations during the week.

EVAPORATED FRUITS.	Per lb.	
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11¼	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	....	0 09½
95 to 100, in 25-lb. boxes, faced	0 06	0 06½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—There has been a good demand all week for all lines with one wholesale house reporting a preference shown to Young Hysons while others claim that there is no preference shown as Japan, Ceylons and India blacks are all moving out quite freely. Market is firm at present figures. Chinas are still a little backward.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¾
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Higher grades are uncertain at present as they are found to be particularly hard to get by the local dealers. There is same consistent demand in evidence this week with prices unchanged from one week ago. In view of existing condition as regards higher grades, balance of market has firmed up and is considered by local dealers to be in a very healthy condition.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 08	0 10

RICE AND TAPIOCA.—As reported by us for past few weeks as being probable quotation on Rice has been reduced by a large company here by 20 cents per hundred pounds to take effect 15th of April. All shipments previous to that date will be made at present prices which are quoted below. This condition has been expected by all Montreal dealers and although there were some dealers in other parts of the country who did not look for cheaper prices local men were quite firm in their belief and kept reporting cheaper rice. Although change will not be made for some six weeks circular letter was sent out to jobbers this week allowing them time to dispose of their present holdings and at the same time advising them in order that their future orders will be governed accordingly. Retailers should bear this in mind and not order large quantities so that they will benefit by cheaper prices.

The demand at present is only sufficient to fill actual requirements but even at that there is quite a quantity of all lines moving out.

Rangoon Rice—	Per cwt.
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 29
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¼ 0 05½
Quarter bags, 56 lbs.	0 05⅝ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

SPICES.—There is steady demand although it is not overly heavy for all lines. Demand may be termed normal, with same prices in effect.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

MOLASSES AND SYRUPS.—Demand at present is much heavier than in previous weeks owing to the fact that Lenten season always stimulates business in this market to a marked degree. It can be said though that demand is affected by reports that there will be cheaper prices May next. In fact, new prices are already on market and molasses is quoted 5 cents cheaper for May 1st.

At present all sales are made at following figures and as stated above, demand is showing quite a lot of improvement over previous weeks.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.40	.37	.35
Barrels	.43	.40	.38
Half barrels	.45	.42	.40

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.		0 04
Pails, 38½ lbs., 1.$85; 25 lbs.		1 35
Cases, 2 lb. tins, 2 doz. in case		2 50
Cases, 5 lb. tins, 1 doz. in case		2 85
Cases, 10 lb. tins, ½ doz. in case		2 75
Cases, 20 lbs. tins, ¼ doz. in case		2 70
Maple Syrups—		
Pure, per 8½ lb. tin		0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.		1 00
Maple sugar, pure, per lb.	0 10	0 11

NUTS.—Demand at present is not very heavy although local dealers state that they are selling well considering higher prices. Last week there was another advance in both shelled almonds and walnuts and new prices are as follows. Walnuts, up 1 cent range now from 38c to 40c, almonds up 2 cents range now from 44c to 46c. All other lines are in fair demand although there has been nothing extra to report. Same prices are quoted for balance.

Shelled walnuts, per lb.	0 38	0 40
Shelled almonds, 28-lb. boxes, per lb.	0 44	0 46
Finest filberts	....	0 13
Pecan	....	0 18
Almonds	....	0 19
Walnuts	....	0 18
Brazils	....	0 24
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—Demand at present has increased considerably from that of two weeks ago in view of near approach of Lent. There has been a considerable increase this past week and apparently dealers all through the country were running pretty low as orders received were quite healthy as regards size. Prices have not changed since last week.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

Advance in Salt.

SALT.—There has been a general advance in table salt, packages, and the quotations this week are showing an advance of 5 cents per barrel.

BUCKWHEAT FLOUR.—Owing to the scarcity of buckwheat flour this year, the quotations are much above those for best patent flour and are as follows:—

Buckwheat flour .....$3.65 per bag

Best Patent flour ..... 3.00 per bag

There has been a reduction of two cents in chicory during the week and the range at the present time is from 8 to 10 cents.

ONTARIO MARKETS.

Toronto, Feb. 25.—Markets are about same as last week, although some houses report business to be brisker last few days. Tea continues very firm, and further slight advance has taken place on London markets, with tendency still upwards. Salt has advanced 5 cents a barrel, advance being due, it is said, to increased cost of wooden packages. Local houses report collections to be fair.

SUGAR.—While raws for the moment are easier in New York, refined sugar is unchanged, and no decline is looked for. In Canada market is quiet and steady, fair business passing. It is not expected that any change will take place for some time, although, of course, no definite statement can be made at present. Any change will likely be in direction of higher prices.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 06
25 llb. boxes	5 36
Cartons (20 to case)	0 36
Cartons (50 to case)	0 18
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—Market continues good in most lines. Evaporated apples are very firm, and have advanced half cent. to 10 cents as top price. Markets in general are noticeably stronger. The demand for peaches is good, and prices are really very low, and advance is not improbable. Prunes, too, are in very strong position, and higher prices are expected. Apricots are so nearly cleaned up that those holding stocks now can pretty nearly get their own price for them. Outside of evaporated apples, no change in price has taken place this week.

Apples, evaporated, new, per lb.	0 09	0 10
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 16½	0 17
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	....	0 13
Orange	....	0 13
Citron	0 17	0 19
Currants—		
Filiatras, per lb.	....	0 06¾
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 07	0 08
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 06	0 07
Comadre figs, in taps, per lb.	....	0 06½

Prunes—		
30-40s, Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12½	0 14
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¼
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 08½
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06½	0 07
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08½

DRIED VEGETABLES. — It was pointed out last week that beans were not coming forward very quickly, and it was hinted that farmers were possibly holding back supplies. This would seem to have been the case, for this week supplies are much more plentiful, and prices tend to be easier. Prices are unchanged.

Beans—	Per bushel.
Canadian primes	2 10
Canadian, extra H. P.	2 25
Yellow eyes	3 00 3 25
Brown	2 50
Lima	0 07½ 0 08
Peas, blue Canadian, per bush.	2 00 2 25
Peas, green, imported, bush.	2 40

RICE AND TAPIOCA. — In last week's report it was stated that Japan and Java rices were thought by local dealers to be in firm position. This opinion is supported by advices from Liverpool. Rangoons, on the other hand, which were considered cheap, will be reduced in price on April 15th. It is believed by some local jobbers that, while Japans and Javas may be firmer in primary markets, no advance will be quoted to trade. While no authoritative opinion can be given, it would appear that at present trade need not be alarmed over prospects of higher prices.

Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09
Medium pearl	....	0 05
Seed pearl	....	0 05
Flake	....	0 09½

NUTS.—Prices of walnuts and almonds continue very firm. Advices from Dinia are to effect that stocks of nuts there are rapidly becoming exhausted. Prices are same as last week.

	Per lb.	
In shell—		
Almonds, Tarragona, new	0 18	0 18½
Brazils, medium	0 21	0 22
Brazils, large, washed	....	0 20
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 45	0 48
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 38	0 40

SPICES.—No change in prices has taken place, but cream of tartar is firm. French crop is said to have been poor and shipments are not arriving any too quickly. Locally this spice is quite scarce, and importers do not look for any relief.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	.....	0 12—0 15
Cinnamon, whole	.....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	.....	0 25—0 35
Cloves, whole	.....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 32—0 34
Curry powder	.....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	.....	0 22—0 25
Ginger, African, ground	.....	....—0 16
Mace	.....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	.....	....—0 35
Nutmegs, ground, bulk, 40c; 1 lb. tins	.....	....—0 50
Pastry spice	.....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	.....	0 18—0 30
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	.....	0 26—0 28
Pickling spice	.....	....—0 15
Turmeric	.....	0 25—0 35

SYRUPS AND MOLASSES.—

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 1 doz. in case	2 85
10 lb. tins, ½ doz. in case	2 75
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 85
Pails, 25 lbs. each	1 35
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 28
West Indies, half barrels	.... 0 30
Barbadoes, fancy, barrels	0 45 0 47
Barbadoes, fancy, half barrels	0 49 0 50
Maple Syrup—Compound—	
Gallons, 6 to case	.... 4 80
½ gals., 12 to case	.... 5 40
¼ gals., 24 to case	4 80 5 40
Pints, 24 to case	2 70 3 00
Maple Syrup—Pure—	
5 gallon cans, 1 to case	.... 1 25
Gallons, 6 to case	6 60 8 00
½ gallons, 12 to case	.... 7 25
Quarts, 24 to case	7 25 3 40
Pints, 24 to case	.... 4 70
Maple Sugar—	
Pure, per lb.	0 14 0 15
Maple Cream Sugar—	
24 twin bars	.... 1 80
40 and 48 twin bars	.... 3 00
Maple butter, lb. tins, dozen	.... 1 90

COFFEE.—

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

CANNED GOODS.

MONTREAL.—There has been a heavy movement during the last week and good-sized orders were being received from all corners. The retail trade apparently expects big things in this particular market during the next six weeks as they have ordered good stocks for Lenten trade. It is reported by many that owing to the scarcity of different lines dearer prices are coming. It would not be at all surprising to the local trade to see new prices issued at an early date as the majority of canned vegetables are scarce this season with a good crop of tomatoes the only redeeming feature.

The demand last week has consisted of a great deal of fish and also a quantity of vegetables. Retailers are evidently stocking up well before the market takes a jump.

It is believed by some that the fact that this is the "lean" year for salmon, prices next season will advance as much as $1.50 per case. They, however, anticipate higher prices for this year's catch.

TORONTO.—While canned goods continue to pass out well in all lines, salmon seems to hold the lead. Local authorities say that prices are likely to be higher before long for this article of diet, as last year's supply was abnormally large. Lobster is very scarce, and will likely be difficult to procure later on in season. While locally no scarcity of sardines is predicted, despatches from East say that this year's pack of both Norwegian and Canadian sardines is very small.

FRUITS.

Apples—	
3's, Standard	1 07½
3's Preserved	1 50
Gals., Standard	3 02½
Gals., Preserved	4 05
Blueberries—	
2's (Huckleberries) standard	1 50
2's (Huckleberries) preserved	1 80
Gals. (Huckleberries) standard	6 55
2's Black Cherries, pitted H.S.	1 95
2's Black Cherries, not pitted H.S.	1 55
2's Red, Ptd, Cherries, H.S.	1 95
2's Not Ptd., Red Cherries, H.S.	1 55
Gals., Ptd., Cherries	8 55
Gals., Not Ptd., Cherries	8 05
2's Cherries, White, Not Ptd., H.S.	1 55
2's Cherries, White Ptd., H.S.	1 95
2's Black Currants, H.S.	1 95
2's Preserved, Black Currants	2 30
Gals, Black Currants, standard	5 30
Gals. Black Currants, solid pack	8 30
2's Red Currants, H.S.	1 95
2's Red Preserved Currants	2 30
Gal. Red Currants, standard	5 30
Gals. Red Currants, solid pack	8 30
2's Gooseberries, H.S.	1 80
2's Gooseberries, Preserved	7 05
Gals. Gooseberries, standard	7 05
Gals. Gooseberries, solid pack	8 80
Grapes—	
2's, white, Niagara, preserved	1 40
Gals., white, Niagara ,standard	3 30
2's Pineapple, sliced, H.S. White Bahama	1 95
2's Pineapple, grated, H.S. White Bahama	1 50
2's Pineapple, whole, H.S. White Bahama	1 95
3's Pineapple, whole, H.S. White Bahama	2 50
2's Pineapple, sliced	2 02½
Peaches—	
2's white, heavy syrup	1 30
2½'s white, heavy syrup	1 80
3's white, heavy syrup	1 90
1½'s yellow, flats, heavy syrup	1 12½
2's yellow, heavy syrup	1 42½
2½'s yellow, heavy syrup	1 80
3's yellow, heavy syrup	1 90
3's yellow, whole, heavy syrup	1 55
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Pie fruits, assorted, gals. (add 5 per cent.)	....
Pears—	
2's Bartlett, heavy syrup	1 55
2½'s Bartlett, heavy syrup	1 80
3's Bartlett, heavy syrup	2 05
2's Flemish beauty, heavy syrup	1 50
2½'s Flemish beauty, heavy syrup	1 75
3's Flemish beauty, heavy syrup	2 00
2's Keiffers, heavy syrup	1 30
2½'s Keiffers, heavy syrup	1 55
3's Keiffers, heavy syrup	1 80
2's light syrup globe	1 12½
3's light syrup, globe	1 40
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Plums—	
2's Damson, light syrup	92½
3's, Damson, light syrup	1 30
2's Damson, heavy syrup	1 00
3's Damson, heavy syrup	1 40
Gals., Damson, standard	2 80
2's egg, heavy syrup	1 10
2½'s, egg, heavy syrup	1 40
3's egg, heavy syrup	1 50
2's, green gage, light syrup	1 02½
2's green gage, heavy syrup	1 10
3's green gage, light syrup	1 40
3's, green gage, heavy syrup	1 50
Gals., green gage, standard	3 05
2's, Lombard, light syrup	92½
2½'s, Lombard, light syrup	1 10
2's, Lombard, heavy syrup	1 00
2½'s, Lombard, heavy syrup	1 30
3's, Lombard, heavy syrup	1 40
Gals., Lombard, standard	2 80
2's Rhubarb, preserved	1 55
3's Rhubarb, preserved	2 30
Gals. Rhubarb, standard	3 55
2's Strawberries, H.S.	2 17½
2's Strawberries, preserved	2 32½
Gals. Strawberries, standard	7 55
Gals. Strawberries, solid pack	9 80
Lawtonberries—	
2's Blackberries H.S.	1 95
2's preserved	2 15

Raspberries—		
Gals. standard		7 05
2's black, H.S.		1 95
2's black, preserved		2 15
Gals., black, standard		7 05
Gals., black, solid pack		9 30
2's red, H.S.		1 95
2's red, preserved		2 15
Gals., red, standard		7 30
Gals., red, solid pack		9 30
Group B, 2½ cents less per dozen.		

VEGETABLES.

Ontario and Quebec Prices.

	Group A, per doz.
2's Asparagus Tips	2 30
2's Asparagus butts	1 45
2's Beets, sliced, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Simcoe	1 00
2's Beets, whole, Blood Red, Rosebud	1 30
3's Beets, sliced, Blood Red, Simcoe	1 35
3's Beets, whole, Blood Red, Simcoe	1 40
3's Beets, whole, Blood Red, Rosebud	1 55
Beans—	**Group A**
2's, golden wax, midget, Auto brand	1 17½
2's, golden wax	0 87½
3's, golden wax	1 25
Gallon, golden wax	3 55
2's Refugee or Valentine (green)	0 87½
3's, Refugee (green)	1 25
2's, Refugee, midget, Auto brand	1 17½
Gallons, Refugee	3 55
(Group B is 2½c doz. less in each case.)	
Beans—	
2's Crystal wax	0 97½
2's Lima	1 20
2's Red kidney	1 00
3's Cabbage	1 00
2's Carrots	1 00
3's Carrots	1 30
2's	1 40
3's	1 80
Corn—	
2's	0 95
2's fancy	1 05
Gals., on cob	4 55
Parsnips—	
2's	1 00
3's	1 20
Peas—	
2's Extra Fine Sifted, Grade 1	1 30
2's Sweet Wrinkle, Grade 2	0 90
2's Early June, Grade 3	0 87½
2's Standard, Grade 4	0 85
Gals. Sweet Wrinkle, Grade 2	4 30
Gals. Early June, Grade 3	4 15
Gals. Standards, Grade 4	4 05
Pumpkin—	
2's	0 52½
2½'s	0 75
3's	0 85
Gals.	2 30
Sauer Kraut—	
2½'s, Simcoe	0 95
3's, Simcoe	1 00
Gals. Simcoe	2 80
Spinach—	
2's Table	1 30
3's Table	1 80
Gals. Table	5 32½
Squash—	
3's	1 00
Gals.	2 80
Succotash, 2's	1 00
Tomatoes—	
2's	0 87½
2½'s	0 95
3's	1 00
Gals.	2 99½
Turnips, 3's	1 00

Salmon—		
Fraser River Sockeyes—		
1 lb. tails, dozen	1 95	2 00
1 lb. flats, dozen	2 07½	2 12½
½ lb. flats, dozen	1 27½	1 32½
Northern River Sockeyes, dozen		1 90
Red Springs, dozen		1 90
Cohoes, dozen		1 45
Pinks, dozen		1 00
Sardines—		
Domestic, quarters, case	3 75	3 85
French, quarters, case	14 00	16 00
Norwegian, quarters, case	8 00	11 00

SASKATCHEWAN MARKETS.

By Wire.

Regina, Sask., Feb. 26.—Favorable weather conditions obtain with good outlook for spring business. Considerable increase in volume of business occurred last week. Merchants are booking heavily on dried fruits in anticipation of spring requirements. Little or no change has taken place in market prices. Onions have advanced considerably, and are still on the up-grade.

Produce and Provisions—		
Butter, creamery, per lb.	0 31	0 32
Butter, dairy, No. 1, 26c; No. 2		0 20
Cheese, per lb.	0 16¼	0 16½
Eggs, fresh, per doz.		0 40
Lard, 3's, per case		8 15
Lard, 5's, per case		8 05
Lard, 10's, per case		7 90
Lard, 20's, each		2 75
Dried Fruits—		
Apricots, choice		0 17¾
Currants, gulf cleaned		0 08¼
Figs, natural 6's		0 06¾
Evaporated apples, per lb.		0 09½
Dried peaches, 25s		0 09
Dried peaches, choice, 25s		0 09½
Prunes, 70-80, 25s		0 08¾
Raisins, muscatels, 50s		0 07¾
Raisins, muscatels, 25s		0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.		1 25
Grape fruit, Florida		6 00
Lemons, Messina		5 00
Lemons, California		4 75
Oranges, navel	2 50	3 00
Onions, Val.	2 75	5 00
Tomatoes, Cal., case		2 75
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts		0 14½
Walnuts		0 19
General—		
Potatoes, per bushel		0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel		2 85
Coffee, whole, roasted, Rio		0 17
Rice, per cwt.		4 00
Sugar, standard, gran., per cwt.		5 17
Sugar, yellow, per cwt.		4 77
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.		3 82
Corn, standard, per 2 dozen		2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches		2 91
Strawberries and raspberries		4 20
Tomatoes, standard, per dozen		2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 60
Sockeye, ½s		9 80
Red springs, 1s		6 70
Cohoes, 1's, $5.50; hump back 1's		3 60

NOVA SCOTIA MARKETS.

By Wire.

Halifax, Feb. 26.—Grocery dealers report trade dull in most lines; prices remain steady, with exception of United Empire sugar, which has advanced 10 cents to $4.20 per 100 lbs.

Receipts of eggs have fallen off, due to cold weather; fresh-laid eggs are 30 cents per dozen. Butter is in fair supply, and cheese has tendency to advance. Apples are scarce, best stock selling at $5 per barrel. Potatoes are in better demand, but price is unchanged.

NEW BRUNSWICK MARKETS.

By Wire

St. John, Feb. 26.—Business is fair, collections being about average. Flour market is particularly strong, and dealers expect higher prices in Ontario and Manitoba flours. United Empire sugar advanced 10 cents, and is now $4.20 to $4.30 per cwt. Cornmeal ordinary is a little easier at $1.65. American pork is much lower, and market is easier; $25.50 to $27.50 are prices. Dairy supplies are scarcer, because heavy snow makes roads bad. Butter is firm; dairy stuff is quoted at 27-28c; creamery butter is plentiful in country, but supply is weak. Potatoes have advanced to $1.70, many being frozen in country districts. Poultry is scarce.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.		0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	25 50	27 50
Pork, domestic, per bbl.		29 00
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 29	0 30
Cheese, per lb.	0 15¾	0 16
Eggs, in case, 30-35c; henmery	0 40	0 45
Lard, compound, per lb.	0 11¾	0 12
Lard, pure, per lb.	0 15¼	0 15¾
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.		5 50
Cornmeal, ordinary, bags		1 70
Flour, Manitoba, per bbl.		6 25
Flour, Ontario, per bbl.		5 65
Rolled oats, per bbl.		5 40
Oatmeal, standard, per bbl.		5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel		1 70
Sugar—		
Standard granulated	4 40	4 50
United Empire	4 20	4 30
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbados, fancy	0 31	0 32
Onions, per bag		3 00
Currants, 1s, per lb.	0 06	0 06½
Raisins, California, seeded	0 09¾	0 10¼
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 35	2 40
Yellow eye	3 60	3 70
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

PROPOSED BULK SALES ACT.

At the recent conference in Toronto of representatives of the Retail Merchants' Association with manufacturers and wholesalers in connection with the proposed Bulk Sales Act for Ontario, nothing definite was decided upon. After a lengthy discussion, a sub-committee was appointed to go thoroughly into the matter and report to the main committee again. If a bill satisfying the R.M.A. can be drawn up that would not interfere unjustly with the honest retailer, the matter will likely be adjusted to suit all parties.

This is the strenuous business day. The old-time campaigners must now sit back and watch the younger men win the battles. The way to get business is to go after it. The whole world admires a fighter. We can't help admiring even a man whose cause may not be the best, but who stands up like a warrior, faces the issue that confronts him, and fights with boldness and courage until he conquers.—W. H. Cottingham.

After the bride of a week had inspected all the fresh vegetables in the store, punched a few and inquired prices all around, she said to the patient clerk: "These tomatoes are just twice as dear as those across the street. Why is it?"

"Ah, yes, ma'am, to be sure; but you know, as I see you are a judge, these—" and the grocer smiled—"these are hand-picked."

"Of course," she said hastily, blushing; "why, I might have known. Give me a bushel, please."

The annual meeting of the Dominion Canners is expected to be held on March 4th in Hamilton, Ont.

T. H. G. Denne, of the Quaker Oats Co., Peterboro, Ont., was in Toronto this week.

H. Peters, fruit dealer, Front St., Toronto, who has been away since January 14th in Florida, Cuba, South Carolina, etc., has returned.

FLOUR and CEREALS

Small Deliveries of Grain Further Strengthen Flour and Cereals

Ontario Flours up 15 Cents—Market for Mill Feeds Busiest in Years—Rolled Wheat up 25 Cents on Toronto Markets.

During the past few days the wheat markets have shown considerable strength, and scarcity of deliveries is the reason given for firmness of both winter and western wheat. The short deliveries of Ontario wheat have been already explained in its feeding value to the mixed farmers of Ontario. With regard to western wheat, some think that scarcity is due to farmers holding back their stocks, while others believe that most of the western wheat was marketed early and those elevators which have wheat in their bins now wish to hold it in order to collect the storage. Cash wheat is now around 90 and 90½ cents, and it may be that those holding wheat at local centres believe it will go higher.

Now that the season for crop scares is here it is interesting to note what crop expert Snow says on the matter. He is quoted as saying:—"The weather that injures wheat is a succession of periods of freezing and thawing, resulting in heaving and breaking the roots of the plant. The only other serious situation is the formation of an ice sheeting covering fields and excluding air, so that the plant smothers. Steady cold weather, even if extreme and on bare fields, need cause but small apprehension. The need of a snow covering is not to protect the plant from cold, but from alternation of freezing and thawing. This year to the present time there has been no weather condition to injure wheat, and the snow on the ground and now falling in the South-West will insure immunity, so long as it lasts."

MONTREAL.

FLOUR.—Market this week is keeping up firm feeling, which has been feature for past month. Orders are coming quite freely, and amount of business is considered by millers as being good for this season of year. Although some say that business could be better, this might be expected at any season, as that is nothing more than human nature. Same prices are in effect.

	Small lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—Market here is still subject to good steady demand, and, although business passing is principally made up of small orders, there is an occasional large order received. However, it may be said that demand is for small quantities sufficient to fill requirements, with same prices in effect.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 10
Softer grades	1 95
Rolled Oats—	90's in jute
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 96-lb. sack	2 40 2 75

MILL FEEDS.—Local market has kept up during past week, and amount of business which is passing at present time is more than keeping millers busy. This market alone has been busiest in years, and all millers are over-sold well into next month.

Mill Feeds	Car lots, per ton
Bran	23 00
Shorts	25 00
Middlings	28 00
Wheat moulee	28 00
Feed flour	32 00
Crushed oats, ton	28 00
Oat chop, ton	28 00
Mixed chop, ton	28 00
Barley chop, ton	28 00

TORONTO.

FLOUR.—Tone of market is firm, in sympathy with stronger tone of wheat markets. Deliveries of western wheat are coming forward slowly, and western markets have been strong, particularly last ten days. Ontario flour has advanced 15 cents, and is now really above export basis, reason being, as has been stated before, that Ontario farmers continue using wheat for feed, thus making Ontario wheat hard to get. Local demand is increasing, and further advances in other lines of flour are possible in next week or ten days.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 50	5 30
Second patent	5 00	4 80
Strong bakers'	4 80	4 60
Flour in cotton sacks, 10c per bbl. more.		

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	5 10	4 60
90 per cent.	4 70	4 20
Straight roller	4 60	3 40
Blended flour	4 45	4 50

CEREALS.—Markets are all firm owing to greater strength in grain markets. Split peas and rolled wheat are firming up owing to scarcity of these grains, and rolled wheat shows an advance of 25 cents to $3 this week. Chili peas are off market.

Peas, Canadian, boiling, bush.	2 00	2 25
Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	2 50
Cornmeal, yellow, 98 lbs.	2 05	2 15
Graham flour, 98 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 31	2 41
Oatmeal, granulated, 98 lbs.	2 31	2 41
Peas, split, 98 lbs.	....	3 65
Rolled oats, 90-lb. bags	2 05	2 20
Rolled wheat, 100-lb. bbl.	....	3 00
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Prices remain unchanged, and there is nothing new to report in market. It is thought by some that great deal must be being exported, for, while supplies are certainly limited, some further explanation is required. Others, again, claim that local demand is quite sufficient to cause existing strength.

Mill Feeds—	Car lots, per ton.	
Bran	....	23 00
Shorts	....	25 00
Middlings	27 00	28 00
Wheat moulee	27 00	28 00
Feed flour, per bag	1 55	1 60

CATALOGUE AND BOOKLETS.

Rennie's new Seed Annual for 1914 is a book of 120 pages, with over 400 halftones. It is handsomely bound in lithographed covers, and contains much knowledge in seeds, plants and bulbs for planting in the garden or on the farm.

TEST FOR A CLERK.

A prominent Ontario merchant was in need of a first-class clerk. Like most men, he asked the travelers who called on him if in their wanderings they had come across a man who could sell goods. One of the travelers remarked that he had noticed a very good clerk in an Ontario store who was desirous of bettering himself.

The merchant made a special trip to the above town, and called at the store where the clerk was employed. Wishing to test him before making an offer, he asked him for a price on a line of goods which he knew would hardly be carried in this store, but of which they carried similar lines. The clerk, unconscious of the test to which he was being submitted, replied that they did not keep that line. He did not suggest that they had something better, so the merchant walked out without making a proposal.

The Peterboro branch of the Retail Merchants' Association held a banquet last Monday evening, a feature of which was an address by the president, Mr. Thos. Barrie.

FRUIT & VEGETABLES

Apples Take a Jump; Advance in Potatoes Also

Better Grades of Apples Scarce—Considerable Damage by Frost — Grapefruit Likely to be Scarce—Sweet Potatoes up in Price—Canadian Vegetables Scarce.

MONTREAL.

GREEN FRUITS.—Demand this week has been much the same as in previous weeks with few changes in prices. It has been quite hard lately keeping green fruits free from frost as weather here has remained below zero for some days. It is also much harder to bring this fruit in here in good condition as express cars are always opened at every stop and it does not take frost long to get at boxes. Quite a lot of frost-damaged boxes have been received locally during week just completed.

Scarcity of apples however is quite noticeable as Baldwins, Greenings and Russets have all taken a jump of 50 cents per barrel, while No. 2 Spies have suffered in this respect as well. Bananas have also jumped up 25 cents. Lemons, fancy 300 size, have advanced 25 cents during week but extra fancy stock has remained unchanged. California navels are down 25 to 50 cents. Other prices are unchanged.

Apples—		
Baldwins, Greenings and Russets	....	6 00
Spies, No. 1	....	7 00
Spies, No. 2	....	5 50
Bananas, crate	2 00	2 50
Cape Cod cranberries, bbl.	....	16 00
Cranberries, box	....	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
California grapes, per keg	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 50
Lemons—		
Extra fancy, 300 size	....	3 75
Fancy, 300 size	....	3 25
Oranges—		
Valencias, 420 size	....	4 75
Valencias, 714 size	....	5 50
Floridas, 150-176-200	....	3 50
Mexicans, 126-150, $2.00; 176-200-216-250	....	2 25
California navels, 126-150-176-200-216-250	2 50	3 00
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES. — Market this week has remained rather quiet and although there is a certain amount of business going on all the time, general feeling is that there might be a whole lot more. Cold weather has also played quite a part in this market too and conditions explained in above report will apply to vegetables as well. It does not take very long for a bunch of lettuce to freeze and quite a few boxes have been received that way during past few weeks.

Price changes during week are as follows. Brussels sprouts have declined 2 cents, cabbage have increased from 25 to 50 cents per barrel, California celery has declined 25 to 50 cents. Some lettuce is now on market quoted at $1.50 but greater portion of it is still at $1.75. Spanish onions have jumped another 25c while Red Denvers have jumped 50 cents. Shalottes have increased 10c per dozen bunches. Potatoes are quite firm and are quoted at advance of 10 cents.

Sweet potatoes have also jumped 25 cents. Spinach is quoted at advance of 25 cents per box. Young onions are quoted at 30c.

Beans, wax, crate, Florida	....	6 50
Beans, string, crate, Florida	....	6 50
Beets, bag	....	1 25
Brussels sprouts, quart	0 28	0 30
Cabbage, bbl.	2 75	3 00
Cabbage, per dozen	....	1 25
Carrots, bag	....	1 25
Cauliflower, crate, 2 doz.	....	3 00
California celery, crate, $5.50-$6; Florida, crate	....	2 75
Cucumbers, Boston, dozen	2 75	3 00
Egg plant, crate, 2 dozen	....	5 50
Garlic, per lb.	....	0 10
Lettuce, Boston, box	1 50	1 75
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	....	4 50
Spanish, half case	2 75	3 00
Red Danvers, 100-lb. bag	....	4 50
Shalottes, per dozen bunches	....	0 50
Parsnips, bag	....	1 25
Parsley, American, per doz., bunches	....	0 75
Parsley, Canadian, per doz. bunches	....	0 35
Peppers, green, 3½ qt. basket	....	0 90
Potatoes—		
Green Mountains and Quebecs, bag	1 00	1 10
Potatoes, sweet, per bbl.	....	5 00
Potatoes, sweet, Jersey, hpr.	2 00	2 25
Turnips, Quebec, bag	....	1 00
Tomatoes, hothouse, per lb.	....	0 25
Spinach, C.H., box	....	1 25
Spinach, C.H., barrel	....	3 75
Young onions	....	0 30

TORONTO.

GREEN FRUITS.—As was case last week cold weather has retarded this market very materially and considerable damage from frost has been sustained Apples are all on upward trend and marked advances have taken place. Spies are now not obtainable under $5.000 and No. 1 winter apples are up to $4.50 while No. 2's are quoted at $3.50. Imported apples too have advanced, Jonathans, Spitzenbergs and Roman Beauties are all up 25 cents. It appears that while apples of lower grades are not scarce better sorts of apples are and this together with unfavorable weather for shipping has caused advance in price. Cranberries have leaped to $13.00 a barrel and Cuban grapefruit cannot be obtained under $4.00. It appears that Florida grapefruit is nearly done and as Jamaica stuff is always a risk owing to manner of sorting and shipping, Cuba is now only reliable source of supply and there is a little shortage there. Hence while demand this year has not been overly great, it still keeps up and with grapefruit a little scarce firm prices are result. Reports from California of large floods damaging property, railroads, etc., have tended to put slightly stronger tone in market but whether any change in prices will result or not is at present matter of speculation. Otherwise the crop is large and of good quality.

Apples—		
Spies, hand-picked, barrel	5 00	6 00
Other varieties, winter apples, No. 1s	....	4 50
Other varieties, winter apples, No. 2s	....	3 50
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, $2.75; extra	....	3 00
Spitzenbergs, per box	....	3 00
Roman Beauties, box	....	3 00
Bananas, per bunch	1 25	1 75
Cranberries, long keepers, box, $3.75; bbl.	....	13 00
Grapefruit, Florida, case	4 50	5 00
Grapefruit, Cuban, case	....	4 00
Grapes, Malaga	6 50	7 50
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels, 126's-216's	2 50	2 75
California navels, 216's-250's	....	2 50
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Messinas	....	2 50
Sevilles	....	2 50
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	4 50	5 00
Strawberries	0 40	0 50

VEGETABLES. — Weather is still against great activity in this market and as in case of fruits, frost has caused considerable loss. Canadian carrots are up 10 cents to $1.35 and hothouse tomatoes have advanced to 40 cents per lb. New Brunswick potatoes have taken quite a climb and have been sold on street as high as $1.20 per bag, owing to difficulties in shipping from primary points. All Canadian vegetables are getting very scarce. Sweet potatoes are now priced at $1.30 to $1.40 per hamper. Rhubarb is only line showing decline where 90 cents is quoted as bottom price. Egg plants are now procurable on local market at 45 cents apiece. Onions continue very, very firm on all markets and lower prices cannot be expected till new crop comes in.

Beets, Canadian, per bag	....	1 25
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	2 75	3 00
Carrots, Canadian, bag	....	1 35
Cauliflower, Cal., per crate 1 doz.	....	1 50
California celery, case	4 50	5 00
Egg plants, apiece	....	0 45
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, crate	4 25	4 50
Large cooking, bag 100 lbs.	3 50	3 75
Green, doz., Canadian, 30c; U.S.	0 40	0 50
Parsnips	1 00	1 25
Potatoes, New Brunswick, per bag	1 05	1 15
Potatoes, Ontario	0 95	1 00
Sweet potatoes, kiln dried, hamper	1 35	1 40
Parsley, U.S., per doz. bunches	....	0 75
Rhubarb, per dozen	0 90	1 00
Tomatoes, hothouse, lb.	....	0 40
Turnips, bag	....	0 50

SITUATION WANTED

SITUATION WANTED — EXPERIENCED grocery clerk desires position. Box 40, Canadian Grocer.

FISH AND OYSTERS

Boisterous Weather Hampers The Nova Scotia Fishermen

Lobsters Practically Off Market—Haddies Very Scarce—Lent Boosts All Fish Markets—Sea and Lake Herring Hard to Get.

MONTREAL.

FISH.—Last week was certainly record one as far as distribution of frozen fish is concerned. Evidently country merchants were bare of fish stock. On contrary, city merchants' trade was not as good as expected and not half as lively as was customary in past years. Taking the volume altogether though, it is 25 to 30 per cent. better than last year. This drain on available supplies has reduced some lines to considerable extent and already frozen herrings, green codfish, and salted eels are exhausted with no more to be had from first hands. Next lines that are likely to give out are frozen haddock, steak codfish and frozen eels. Good supplies of Western halibut, salmon and lake fish, such as pickerel, dores, whitefish and pike, are stored in large quantities and no fear of shortage. In prepared and smoked fish, haddies are becoming exhausted while bloaters and kippers are still held in good-sized quantities.

In pickled lines, both Labrador and B.C. salmon are in ample quantities for requirements of market, but sea and lake trout will likely fall out before long. On account of continued stormy weather on Atlantic Coast all kinds of fresh fish and by-products have been cut out entirely. Same would apply to bulk oysters which were in large demand last week and which will be sold during this present one and it is a question whether supply will meet demand.

TORONTO.

FISH AND OYSTERS.—Advent of Lent has given great impetus to local fish markets and great business is now being done. In fact one dealer remarked to Canadian Grocer, "We have had splendid business for past six weeks, and now that Lent is on us we are fairly rushed." Herrings are rather scarce and an advance of 25 cents on half barrels is quoted. Lobsters, too, are practically unobtainable and would command price of 50 cents per lb. if they were to be had. Flounders also are very scarce.

From this time on until end of March, good business is expected by local wholesalers.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .8-.9	$ .10
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10
Haddies, fillets, per lb.	.12	.12
Haddies, Niobe boneless, per lb.	....	.10
St. John's bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.10	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.10	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40	....	1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut	....	.20

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	....
Salmon—Gaspe, medium and small, per lb.	.14-.15	....
Salmon, red—steel heads, per lb.	.12-.13	.14
Salmon, red—sockeyes, per lb.	.10-.11	.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.11
Salmon, pale qualla, dressed, per lb.	.07½-.08	.08-.09
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb., per 100 count	2.35	2.50
Herrings, large, 85 lb. per 100 count	....	2.75
Sword fish, whole chunks, per lb.	.08-.09	....
Haddock, medium and large, per lb.	.05-.05½	.05
Market codfish, per lb.	.04½-.05	.05
Steak codfish, per lb.	.05½-.06	.09
Pollock, per lb.	.04	.04½
Tommy cods, uer bbl.	1.70	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.10-.11	....
Sea trout, per lb.	.10-.11	.07½
Shad	.10	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tullibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Pike, round	.05½-.06	....
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	....
Carp	.12	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Raffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	5.75	5.75
Herrings, Labrador, half bbls.	3.25	3.50
Herrings, Nova Scotia, bbls.	5.50	....
Herrings, Nova Scotia, half bbls.	3.00	....
Lake trout, half bbls.	....	8.00
Quebec sardines, bbls.	5.50	....
Quebec sardines, half bbls.	3.00	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.08	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	1.25
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs.	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	11.00	....
No. 1 green cod, medium, bbl.	10.00	....
No. 1 green cod, small, bbl.	8.50	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.08	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	7.50
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gollon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.40	.50
Boiled lobsters, medium and large, per lb.	.42	....

HALIFAX, N.S.

FISH.—There was little improvement in receipts of fish this week. Boisterous weather along coast has greatly hampered operations. There was only small quantity of fresh fish landed and as result stocks in storage had to be drawn upon.

Halifax market was lucky in securing a quantity of halibut that was landed here by American vessel that came into port in a disabled condition. There is better demand for pickled fish, and dry cod continues to sell freely. Lobsters are practically off market for present.

A VEGETABLE ENCYCLOPAEDIA.

Potatoes came from far Virginia;
Parsley was sent out from Sardinia;
Fresh beans, low growing on the earth,
To distant India trace their birth;
But scarlet runners, gay and tall,
They climb upon your garden wall—
A cheerful sight to all around—
In South America first were found.
The onion traveled first from Spain;
The leek from Switzerland we gain,
Garlic from Sicily obtain,
Spinach in far Syria grew.
Two hundred years or more ago,
Brazil the artichoke sent o'er,
And Southern Europe's sea-coast shore,
Beet root on us bestowed,
When 'Lizabeth was reigning Queen,
Peas came from Holland and were dear.
The South of Europe lays its claim
To beans, but some from Egypt came.
The radishes, both thin and stout,
Natives of China are, no doubt;
But turnips, carrots and sea-kale,
With celery so crisp and pale,
Are products of our motherland.
And cabbages, a goodly tribe,
Which abler pens might well describe—
Are also theirs, I understand.—Anon.

PRODUCE & PROVISIONS

Strong Undertone in Butter; Egg Market Easing off

Cheese Up ¼ Cent at Toronto—Fat Pork Up $1.00 Per Barrel, and Clear Pork Up 50 Cents Per Barrel at Montreal — Good Demand for Poultry.

While markets on whole are much same as last week, greater activity is noticeable in eggs. As remarked in these columns a week ago, lower prices are helping to increase consumption and with beginning of Lent, business is still brisker. As, however, newlaids come in, in ever increasing quantities, drop in prices is looked for in face of greater demand.

Butter situation, while causing considerable speculation, is now believed to be fairly strong and Lent will altogether likely strengthen market still more. An extract from a New York despatch to a Canadian firm is rather interesting as regards situation across line. It reads as follows:

"Finest butter has advanced further under moderate supply of this particular grade, but that is about all the comfort there is in the market. All grades under the finest continue in a semi-demoralized condition of value; the buyer of these sorts is treated with great courtesy—he gets his demands as to price and terms of payments, plus a theatre party or a lunch to help the trade along."

At meeting of Toronto Produce Exchange on Monday this week no buying was done. Offerings were as follows:—

BUTTER.—Creamery 50-56 solids, 26c not sold; 100-50 solids, 28c not sold; 25-45 fresh made prints, 30½ not sold.

EGGS.—New laid 40-30 U.S., 31c not sold; 50-30 U.S., 31c not sold; 50-30 U.S. 31c, not sold; 50-30 U.S., 30½, bid 30c, not sold.

CHEESE.—50 Large Oct. Parf., 14½c, not sold; 50 large Oct. Parf., 14½c, not sold; 200 twins Sept. Parf., 14⅝, not sold; 100 Stiltons, 15¼c, not sold.

MONTREAL.

PROVISIONS.—There has been very little change in local conditions from one week ago as regards demand. Every line is moving out rather slowly. There is very steady demand, but it is not very heavy and quotations this week are unchanged from those of one week ago with but one exception, that being in barrelled pork. Clear fat pork is now quoted at advance of $1.00 or $28.50 per bbl., while clear pork is up 50 cents and is now quoted at $27.00; all other lines remain unchanged from one week ago. Hogs this week show an increase of 25 cents and are ranging from $14.00 to $14.25 for abattoir fresh killed, while country dressed lightweights are quoted at $13.25 to $13.50. Demand in this particular line is good.

Hams—	**Per lb.**	
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 50
Clear pork	....	27 00
Lard, Pure—	**Per lb.**	
Tierces, 375 lbs. net	....	0 14½
Tubs, 50 lbs. net	....	0 14¾
Boxes, 50 lbs. net	....	0 14¾
Pails, wood, 20 lbs. net	....	0 15
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10-lb. tins, 60 in case	....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	....	0 15½
Bricks, 1 lb., each	....	0 16
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—	**Per cwt.**	
Live, f.o.b.	....	9 50
Live, fed and watered	....	9 75
Dressed, abattoir killed	14 00	14 25
Dressed, country	13 25	13 50

BUTTER.—There is report in circulation at present that New Zealand butter is offered on this market. Some of local dealers are more or less dubious as to profit on this line as they claim it cannot be brought in here and sold as cheaply as our own domestic product. Some claim that they have brought it in in previous year but that they have always lost on it. Demand is good and stocks are decreasing daily. Local dealers look for increase in present demand as soon as Lent sets in as they claim that it always means bigger orders when that period is here.

Creamery—		
Winter made	....	0 28
September-October, finest	....	0 30
Dairy butter	0 23	0 27

EGGS.—There are absolutely no storage eggs at present held by local dealers and stocks consist of new laids and new laid splits. Market is dependent entirely on Chicago market for their supplies and it is said that 90 per cent. of the eggs on hand are U.S. stock. Eggs are sold to produce merchants at 25½ cents f.o.b. Chicago market. It costs between 5 and 6 cents to get eggs here, charges being made up by express, duty and cartage.

There are quite a number of orders being received and although Canadian supplies are practically nil, supplies coming from Chicago are ample to fill all requirements. Cold weather has interfered greatly with our supplies and as soon as it becomes a little milder there is bound to be improvement in them.

Eggs, case lots—	**Per dozen.**	
New laids	0 35	0 38
Splits	....	0 30

CHEESE.—That stocks are low is certainty. An export order for 1,000 boxes was received this week but it has not been filled to our knowledge. All stocks held at present have either been contracted for locally or for export. Demand is much same as in previous weeks with same prices in effect.

Cheese—		
Old specials, per lb.	0 17	0 18
September and October	0 15½	0 16
November, per lb.	0 15½	0 16
Stilton	....	0 18

HONEY.—Stocks are very heavy and there is also considerable honey throughout country. Demand is good for small lots but it is not reducing stocks to any great extent. Same prices are in effect.

Honey—	**White Clover per lb.**	**Buckwheat per lb.**
Barrels	0 11½	0 08½
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 20	0 15—0 16

POULTRY.—There is still good demand for all lines, in fact it is more than local dealers can handle as stocks coming forward are scarce and are not in keeping with demand. Fowl, live, are receiving great deal of attention and as result their quotation has been affected and is now ranging from 18 to 20 cents. All other lines are receiving a goodly portion of attention, but as stated, supplies are not available.

POULTRY.

Fresh stock—	**Live.**	**Dressed.**
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 16 —0 18	0 18—0 19
Fowl	0 18 —0 20	0 17 —0 19
Geese	....	0 15—0 16
Turkeys, spring	....	....—0 23
Turkeys, old Tom	....	0 14—0 16
Milk fed chickens, lb.	....	....—0 25
Milk fed broilers, lb.	....	....—0 30

TORONTO.

PROVISIONS. — Demand in this market is much same as it has been for some weeks past although some houses report business to be a little heavier lately. It is probable that Lent will cause this market to ease off some as regards amount of business done. No change of prices, however, is looked for at present in either direction. There is a firmer feeling in lard where a wider range of prices is quoted this week.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18½
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 23	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 23	0 25
Bacon—		
Breakfast, per lb.	0 18	0 20
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14½
Tubs, 60 lbs., per lb.	0 14	0 14¾
Pails, 20 lbs., per lb.	0 14¼	0 15
Tins, 3 and 5 lbs., per lb.	0 14¾	0 15½
Bricks, 1 lb., per lb.	0 15¼	0 16
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10½	0 10¾
Tubs, 50 lbs., per lb.	....	0 10¾
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
F.O.B., live, per cwt.	9 00	....
Live, fed and watered, per cwt.	9 50	....
Dressed, per cwt.	13 00	13 75

BUTTER.—In United States the finest butter has advanced 2 cents in face of heavy stock in storage. This may affect market in U.S. or may not; it is a matter which at present cannot be explained. In Canada, there is stronger undertone to market although no change in prices has taken place. It is not likely that there will be any surplus storage butter and as pointed out before, fresh made stuff is not a very good quality. Greater consumption during Lent will further stiffen market.

Butter—		
Creamery prints, fresh made	0 34	0 35
Creamery prints, storage	0 29	0 30
Creamery solids, storage	0 27½	0 28
Dairy prints, choice	0 23	0 24
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—Chicago market from where we are drawing most of our supplies has seen some fluctuations during past week but final prices do not show much change from a week ago. Newlaids can be laid down here now for 29 cents and prices are a cent easier than last week. A further re-adjustment of prices has taken place owing to fact that classification of storage eggs has been further reduced and that of newlaids enlarged. As noted below, prices for newlaids and storage are easier and it must not be forgotten that spring is coming and lower prices may be expected within the next few days. Although increased consumption during Lenten season, of course, will probably help to keep decline from being extremely rapid.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	....	0 35
Strictly new laid	....	0 33
Storage	....	0 28
Splits	....	0 25

CHEESE.—This week shows further tightening in cheese market, prices being up quarter of cent all around and tendency is for prices to go still higher. Those having stocks of cheese on hand are to be considered lucky as no relief appears at all probable.

Cheese—		
Old, large	0 15¼	0 16
Old, twins	0 15¾	0 16¼
New, large	0 15¼	0 15½
New, twins	0 15½	0 15¾

HONEY.—Honey still remains quite flat and as pointed out frequently in previous issues market is in very weak condition. Lots of Ontario honey is on hand and demand is not large. Lower prices would likely increase trade and these are not improbable.

Clover, bbls., per lb.	0 09	0 09½
60 30-lb. tins, per lb.	....	0 09½
10, 5-lb. tins, per lb.	0 09½	0 10
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 25	2 50

POULTRY.—Poultry market is unchanged from week ago. As pointed out then, demand is unusually good for this time of year and as stocks are not high prices do not tend to be easier at present. Very little live or fresh-killed stuff is coming in and dealers will soon be almost entirely dependent on storage stocks.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	....—0 15	0 16—0 18
Fowl	0 11—0 13	0 14—0 16
Chickens, lb.	0 12—0 14	0 16—0 18
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

AMENDMENTS TO JOINT STOCK COMPANY'S ACT.

Proposed legislation and the draft of the amendment of the new Joint Stock Companies Act, for the Province of Manitoba, formed part of an address delivered at the Winnipeg Canadian Credit Men's Association dinner by A. E. Hoskin, K.C.

Mr. Hoskin stated that he had received a copy of the proposed Act, which tained in any prospectus, if adopted in Manitoba, are of the utmost importance as it has happened, more frequently in the east than in the west, that untrue statements have been made in prospectuses.

Important Changes.

Another, and the last important change in the present law, which had, he said, special reference to the interest of credit men in the Act, was the English practice of making retiring members liable for the debts and liabilities of a corporation for one year after they had parted with their stock. This is designed to prevent persons having confidential information in regard to the affairs of a company passing on their shares.

Mr. Hoskins also made a number of interesting observations to the members on the subject of commercial guarantees, and the proper requirements of a guarantee by a debtor were explained with is intended to bring the company procedure of the province more into line with the law in England and in Ontario, drawn up by Mr. Justice Robson.

The first requirement under the bill will be that companies must have a memorandum of association which, however, the speaker explained, was not very important in view of the present practice. The safeguards in the English Act in regard to the truth of statements con- ample illustrations as to what constitutes a binding guarantee.

Amend Chattel Mortgage Act.

A petition was circulated praying the Government to amend the Chattel Mortgage Act, making it necessary to register assignments of book accounts, as at the present time these assignments are of a secret character, and it is sought to give publicity to all such assignments.

A committee was appointed, consisting of E. D. Martin, A. K. Godfrey and M. H. Belcher to interview the Government on behalf of the board of trade. The banquet was held in the Royal Alexandra Hotel, and a large turnout of the members were present.



Following items are from Canadian Grocer of March 2, 1894:—

"J. H. Magor, of Frank Magor & Co., manufacturers' agents, Montreal, has recently returned from a fortnight's trip through the west."

Editorial Note.—Mr. Magor is to-day in the same business in Montreal, the firm now being known as Magor, Son & Company, Limited.

* * *

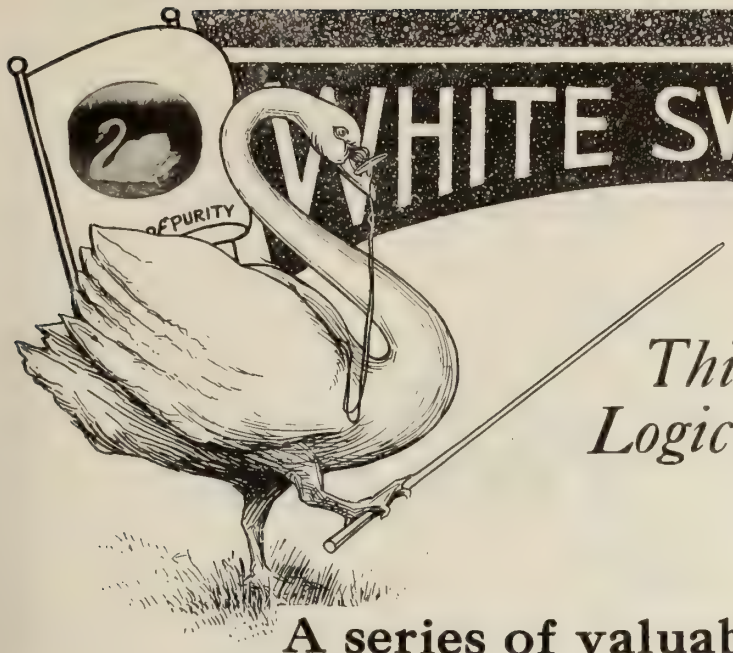
"John Sloan, of Sloan & Crowther, Toronto, is confined to his home by sickness."

Editorial Note. — This firm is now known as John Sloan & Co., with offices and warehouses in Belleville, as well as Toronto. Mr. Sloan's illness 20 years ago was, of course, only temporary, as he is to-day as at that time in harness.

* * *

"Fleury & Co., Norwood, Ont., boots and shoes, finding their old stand too small for their growing trade, and their window space too limited to display samples of all their new goods for the spring trade, have rented the large store between Richardson's general store and J. L. Squire's flour and feed store, and which they now occupy, having moved their stock into the new premises this week."

Editorial Note. — The J. L. Squire above mentioned is in business in Norwood, Ont., to-day doing an extensive grocery business. One of his sons is located in Havelock, Ont., in the same business.



This is "White Swan Logic," Mr. Busy Grocer

SHAKE!

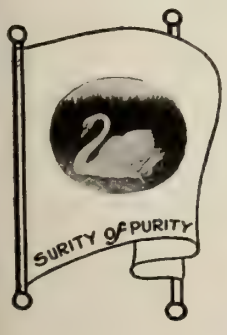
A series of valuable Tips which we believe will be of interest to every Canadian Grocer and his employees.

The series has been compiled from the experience of practical men in all parts of the country and will be of an educational nature—**not necessarily something new,** but little things which a great many grocers have never heard of and many which they have forgotten—little knacks in handling stock, in selling, in service, in advertising, in financing, which, if remembered and adopted, will have a tendency to improve the standing of the average grocery store and increase its revenue.

The series marks a new era in "White Swan" service. We're going to serve you as never before. Let us help you solve those day-to-day problems. No matter what phase of your business it involves, the experience of the "White Swan" organization is at your service. Your inquiries will receive careful consideration, and the advice given will be practical. Attached to our staff we have a spice miller of over forty years' experience; a coffee roaster who has been handling coffees for more than fifty years; a practical retail grocer who spent 34 years behind the counter, and a cereal miller whose products have made for "White Swan" a reputation second to none. These are some of the men who stand ready to serve you.

By saving "White Swan Logic" every week and encouraging your employees to read each one as it appears you will increase their efficiency and make their services more valuable to you and your patrons.

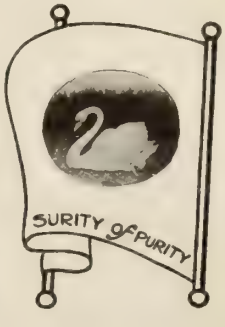
These are a few of the articles which will appear: "The Telephone as a Business-Getter," "Getting Your Money," "Counting Bananas for Profit," "Your Word Goes," "Do Eggs Absorb Odors?" "A Good and a Bad Ad.," "Filling Orders," "What Causes the Blue Marbling in Roquefort Cheese?" "Unusual Window Trims," "The Boss Has No Cinch," "A Hot One on Pepper," "Catering to Appetites."



WHITE SWAN

SPICES & CEREALS, LIMITED

TORONTO



GET A LINE

ON THE

"Nugget" Goods

Before You Buy Any More
Shoe Polish









Quality is the Outstanding Feature
and the Price is Right

NUGGET
Waterproof **BOOT POLISHES** Black & Brown

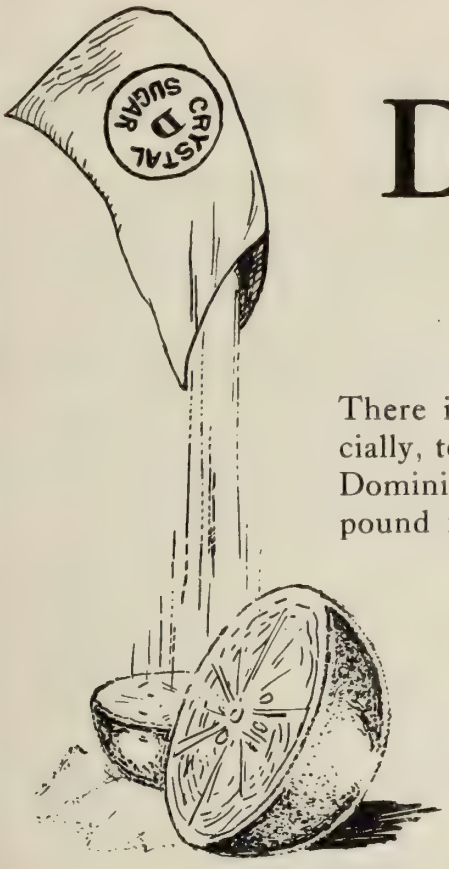
CANADIAN HEADQUARTERS

9, 11 & 13 Davenport Road, Toronto, Ont.

The Sweetening Quality

of

DOMINION SUGAR



There is nothing like marmalade—orange marmalade especially, to bring out the real sweetening power of any sugar. Dominion Crystal Sugar has as high a sweetening power, pound for pound, as any granulated sugar made.

It is the favorite sugar with the first-class chef and the good housewife because of its superior quality—its absolute purity.

You need never hesitate to put up Crystal Sugar with any order, whether for table, marmalade, preserving or any other cooking use.

Marmalade Season is here

Take a bag of Crystal Sugar and make it the central display in your window of marmalade oranges. Recommend it for its wholesome purity—its maximum sweetening power.

Prices on request.

Dominion Sugar Company

WALLACEBURG, ONT.

Grocers' Engineering & Whitmee
Limited

MAKERS OF APPLIANCES FOR THE PREPARATION OF

COFFEE, COCOA, CHICORY

ROASTING
COOLING
GRINDING

Sixty sizes in eight types. Window plants a special feature.
An important matter for which we have efficient appliances.
An unequalled range of grinding mills to meet all needs.

TEA

CUTTING
BLENDING and STORAGE
PACKING

The experience afforded by many years' association with the requirements of the trade has improved our original machines, and long use by many of the foremost houses confirms their efficiency and reliability, both in product and mechanical construction.

Fruit Machinery, Powder Mixers, Sifters, etc.

ON H.M. WAR OFFICE AND ADMIRALTY LISTS

Cole Street, Swan Street, London, S.E.

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

$$$$$$$$$$$$
$ Over-head $
$ expenses $

How the McCaskey System removes overhead expenses

Before a McCaskey is installed the dealer spends a large part of his own time looking after his credit accounts—making entries, itemizing and adding up statements, etc. He must go out and look after his collections or hire a collector to do it. His business does not get the proper attention and each year hundreds of dollars' worth of time is wasted and good money is spent for additional help.

The **McCaskey System** of account-keeping removes these overhead expenses, keeps payments coming in regularly, prevents loss by mistakes, eliminates waste of time and keeps you in close touch with "slow-pays." Only one writing is required. Both you and your customers know at every purchase just how much is owing.

Write for full particulars and learn more about this practical account-keeping system.

DOMINION REGISTER CO., LIMITED

90-98 Ontario Street, Toronto, Canada

Trafford Park, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD





Your contented smile will burst into a hearty laugh, when you see the results coming your way by handling

WAGSTAFFE'S

New Season's

SEVILLE ORANGE MARMALADE

and Jelly Shred Marmalade

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.

PACKED IN GOLD-LINED PAILS AND GLASS.

NOW READY FOR DELIVERY.

WAGSTAFFE LIMITED

HAMILTON



Goods With An Appearance —Goods With A Reputation — Goods With A Profit

CONNORS' High-Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.



CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—

No. 1, 1 lb., 4 doz.	$ 2 25
No. 1, 1 lb., 2 doz.	2 25
No. 3, 2½ oz., 4 doz.	0 45

In Tin Boxes—

No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 65
Grape	1 55

Marmalade.

Orange jelly	1 65
Green fig	2 25
Lemon	1 80
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

To Rent

4 Floors, 50x130, in our new Edmonton Building

Solid Mill Construction

Steam Heated and Good Elevator Service.
Lowest rate of insurance. Trackage Facilities.
For Terms Write

NICHOLSON & BAIN

Wholesale Commission Merchants

WINNIPEG

BRANCHES: Regina Saskatoon Calgary Edmonton Lethbridge

THE G. McLEAN COMPANY

WHOLESALE GROCERS

SPECIALTIES

Cor. Market & Louise **Winnipeg, Man.**

We are opening on March 1st and can give special attention to the best quality lines. If you are desiring the introduction of any lines in the City of Winnipeg, you will do well to investigate. Backed by experience and an efficient selling staff, we can give prompt and careful attention to all business.



The New Lot

of marmalade that we have made from this season's crop of selected Seville oranges is very fine. We believe we have surpassed ourselves this time. The color is very rich and clear. And the flavor of

Shirriff's Scotch Marmalade

will make those who try one bottle eager for more. Shirriff's Marmalade has always been a good seller. The profits are sure and quick. Send in your order for some of this new lot.

Imperial Extract Co.
Toronto

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 36
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 28
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 31c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 60
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 00
"Reindeer" Cocoa and Milk, each 2 doz.	4 00

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 36
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ⅛	0 25	0 30
1 and ⅙	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 50
4 oz. (all flavors) doz.	3 50

SEEDS

To-day's prices Ex-warehouse Toronto, Feb. 20th

No. 1 Government Standard.

	Per 100 lbs.
Red Clover	$18.00
Mammoth Clover	18.50
Alsyke Clover	19.00
Alfalfa Clover	14.50
Alfalfa Clover	13.00
Timothy Seed	7.50

No. 2 Government Standard.

Red Clover	$16.25
Mammoth Clover	17.00
Alsyke Clover	16.50
Timothy Seed, A	6.75
Timothy Seed, B	6.25

No. 3 Government Standard.

Red Clover	$15.50
Mammoth Clover	16.00
Alsyke Clover	15.00
Timothy Seed	5.75

Ask for samples. Phone Main 163

Geo. Keith & Sons

Seed Merchants since 1866

Toronto, Ont.

Order Fish Now

Shipments of all varieties arrive daily. Our facilities for prompt handling ensures freshness. A car of

MANITOBA White Fish

just arrived. Get our prices. We have some interesting quotations. Write, phone or wire.

LEMON BROS.

Owen Sound, Ontario

The B.L.O.E.

St. Nicholas

Puck

Queen City

Kicking

J. J. McCABE

Agent

Toronto, Ont.

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST



is so well known, due to our extensive and persistent advertising, that any grocer can sell it, and it's so well liked on account of its cleansing power—so sure to give satisfaction, that it pays to sell it as often as possible.

It will pay you to push GOLD DUST, because you can sell more of it, and sell it with less effort, than any other washing powder, and because it will please your customers, which means holding them.

"Let the Gold Dust Twins Do Your Work."

The N. K. Fairbank Co., Limited

MONTREAL





Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case $4.50
Banner Condensed Milk, 4 doz. in case $5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George, Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

5 oz. (all flavors) doz. 4 50
8 oz. (all flavors) doz. 6 50
16 oz. (all flavors) doz. 12 00
32 oz. (all flavors) doz. 22 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (2-qt. size), per doz. 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats. 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.
ANCHOR BRAND.

Ammonia Powder—"Anchor"	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25

Baking Powder—"Anchor"	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40

Chocolate—Unsweetened—"Anchor"	
10c cakes, boxes 2 doz.	0 90

Cocoa—"Anchor"	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35

Coffee—"Anchor"	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 53
2 lb. tins, whole or ground, cs., 30 lb.	0 52

Cream of Tartar—"Anchor"	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40

Custard Powders—"Anchor"	
10c pkgs., cases 3 doz.	0 90

Flavoring Extracts—"Anchor"	
10c bottle	1 00
2½ oz. bottle	2 20
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00

Flour—Potato—"Anchor"	Per doz.
Cases 2 doz.	1 20

Icings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	0 90

Mustard, D.S.F.—"Anchor"	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 80

	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36

Rice, Special Grain—"Anchor" Per doz. Cases 2 and 4 dozen 0 80
Shaker Table Salt, free running, "Anchor" Brand. Per case cases 2 doz., case 1 60

"GOLD MEDAL" COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

"GOLD MEDAL" ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" CEYLON TEA.

	Per lb.
30c black, green or mixed, ½ and 1 lb. pkgs.	0 25
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55

	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case 5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 66⅔
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES.
BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 00

California Celery

Florida Celery

California Cauliflower

California and Florida Oranges

Sweet Potatoes and Pineapples

Onions — Spanish and Yellow Danvers

Fish for Lent

Our stocks are complete on all the salable lines. Combine your Fruit and Fish orders and save charges.

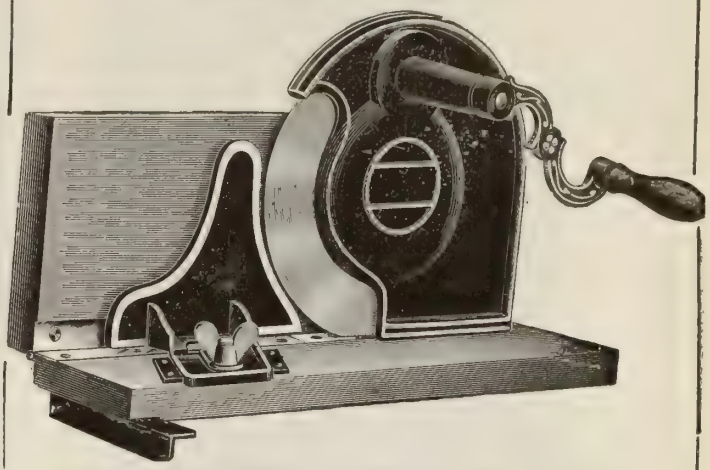
White & Co., Limited

Wholesale Dealers in Fruit and Fish

TORONTO

THE ROTUNDA

Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.

KINGSTON, ONTARIO, CANADA

AGENTS



By Special Royal Permission

Ten reasons why "King Oscar" SARDINES should be put to the front

1. Attractively packed and labelled.
2. They sell readily.
3. Packed in Pure Olive Oil.
4. Are a health-giving food.
5. Tasty, Nutritious, Zesty.
6. Satisfaction to all.
7. Good profit.
8. Repeat sales sure.
9. Sell the year round.
10. Backed by extensive consumer advertising.

Canadian Agents

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, Canada

Those Who Know

Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and **pay an attractive profit.**

Among the 13 different styles and grades you will have one to **meet every demand.**

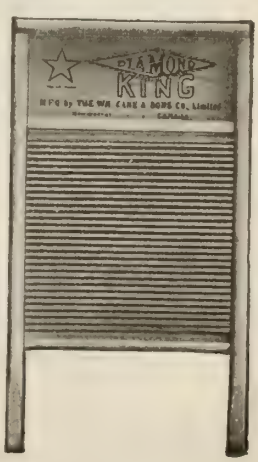
If you haven't our catalog on **"Cane's" Wash-day Woodenware,** we will be pleased to send you one.

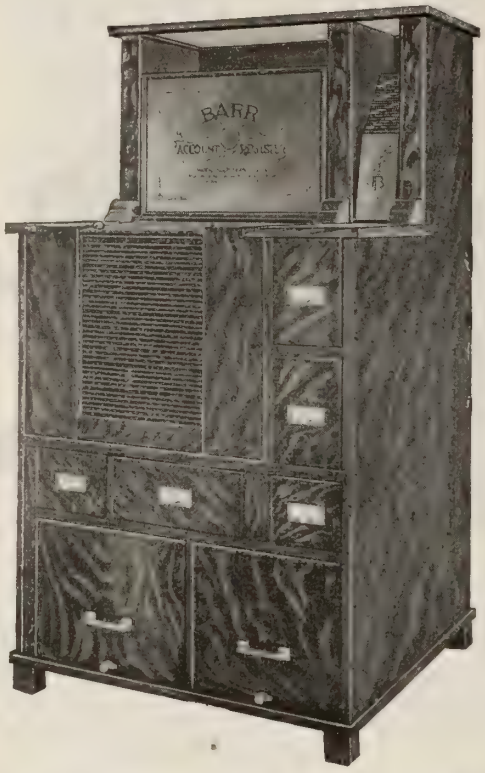
WM. CANE & SONS CO.

LIMITED

NEWMARKET, ONT.







A Compact Credit Account Register

A Barr Account Register is built so compactly as to handle up to 1,500 accounts, requiring only 36 x 34 inches of floor space. Other credit registers require from 14 to 18 feet of space for a corresponding number of accounts.

We emphasize this money-saving feature, but there are many more equally good features in a

Barr Account Register

A request from you for information in detail and a demonstration will enable us to acquaint you fully with the many advantages found exclusively in a Barr Register.

SPECIAL NOTICE

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

Write to-day. "It Means Money To You."

Barr Registers Limited

Trenton, Ontario

Great Britain—Head Offices: Dacre House, No. 5 Arundel Street, Strand, London, W.C.
Factory: Birmingham, England

Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens o. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
2Os, ½ gal.	2 80

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tieroes	0 10½
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to case	0 11½
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE SHIRRIFF BRAND.

"SHREDDED."		
1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25
"IMPERIAL SCOTCH."		
1 lb. glass (2 doz. case)	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 60
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, ease 10 lbs. loose; case 60 pkgs., ½ lb. each..	7½	7

Marguerite Brand.

Same assortment as above...	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose). .	5½
30 lb. cases, 1 lb. pkgs. .	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case.	7 6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs. .	6

Terms, et 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 80

Straight.

Chocolate contains 2 doz.	2 80
Vanilla contains 2 doz.	2 80
Strawberry contains 2 doz.	2 80
Lemon contains 2 doz.	2 80
Unflavored contains 2 doz.	2 80

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamell (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch..	.06

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods & Co.
HAMILTON and WINNIPEG

SOMETHING SPECIAL

We have just unloaded a car of

Extra Fancy Florida Grape-Fruit

Big Heavy Pack—Fine Juicy Fruit. Sizes 36s, 46s, 54s, 64s, 72s, 80s, 96s.
If you want something better than usual order some of these.

Fancy Florida Celery

Very fine, well-bleached heads—uniform pack. Cauliflower, Rhubarb, Radish, Lettuce, Green Onions, Parsley, Tomatoes, Cucumbers.

FRESH ARRIVALS EVERY DAY

THE HOUSE OF QUALITY.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

BACON

There is no other Brand of Bacon quite so good as Fearman's "Star Brand" English Bacon. We have other lines of Smoked at lower prices. Have you tried our Boneless Smoked Rolls?

They are sugar-cured, mild and very reasonable in price.

F. W. FEARMAN CO., Limited
Hamilton, Ont.
ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

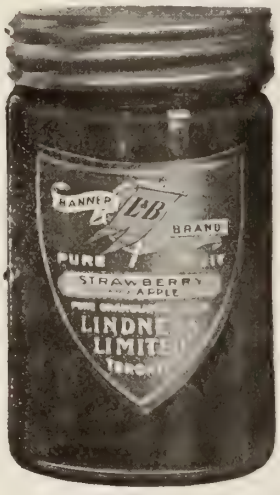
Order at once from your jobber, and if he cannot supply you,—then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.
Limited
Hamilton, Ontario
Sales Dept. at St. Catharines.



In gold-lacquered tin pails—2, 5, 7-lb. sizes, for the large consumer trade.



12-oz. glass jars, an excellent seller.



The new original tumbler container that is making such a decided hit. You should handle this wonderful seller—customers want it.

BANNER L&B BRAND

Jams and Jellies

put up in sizes and styles to suit every need

are attractively labelled, make good stock for displays, and prove wonderful sellers.

Being made of pure fruits, they are rich in flavor and have a fruit deliciousness that creates a longing for more. Get these lines on the tables of your customers and let them work for you.

LINDNERS LIMITED
340 Dufferin St., Toronto
Phone Parkdale 2985

REPRESENTATIVES:

Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John, New Brunswick; W. H. Lyne Usher, Halifax, Nova Scotia, and Prince Edward Island; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; Western office at Winnipeg.

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... 06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
3-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.
THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 50
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 35
Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.
PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 25
Cases of 3 doz. ½-pints.....	2 25

STOVE POLISH.
JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 80

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 95
Metal Outfits, Black and Tan.....	3 60
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser.....	1 10

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's.....	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	50
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	50
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	50
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West	
Pouches, 8s	39
Regal Cube Cut, 8s	70

TEAS.
THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R'tail
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 22
Orange Label, 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s	0 28
Brown Label ¼s	0 30
Green Label 1s and ½s	0 36
Red Label ½s	0 40

BENGER'S Food

Copyright Design.

For INFANTS, INVALIDS and the AGED.

GOLD MEDAL AWARDED

Health Exhibition, London, Adelaide and Melbourne.

The "LANCET" describes it as:
"Mr. Benger's admirable preparation."

The "BRITISH MEDICAL JOURNAL" says:
"Benger's Food has by its excellence established a reputation of its own."

Circulars & Showcards on application.

Benger's Food and other Preparations may be obtained through all Wholesale Jobbers in Canada.

BENGER'S FOOD, LIMITED,
Otter Works, ——— MANCHESTER, Eng.

109 C

The Easiest Way in The World

To Handle BANANAS

Save your back and your boy. Don't abuse either when you can shift the lifting to this immensely practical and economical device. It pulls up the bananas like any small block and tackle. But unlike them all, it locks the load in mid-air **the instant you let up on pull rope.**

TRADE HALL MARK

Banana Hoist

Hoist and Hanger Combined

Nearly a quarter of a million Hall Safety Self-Locking Hoists are used by farmers and others. The simplicity of the **patent lock** has given this Hoist supremacy over all. Now we have nicely adapted it to the needs of the average fruit man. Every fruit man ought to have several. No device has ever been offered which will so simplify his heavy work or so quickly earn its cost in time and trouble saved.

Satisfaction Guaranteed or Money Refunded

If your wholesale grocer or hardware dealer cannot supply Hall Banana Hoists, send us fifty cents for **sample** and we will ship by parcel post under "Money Back" Guarantee."

Hall Manufacturing Co.
Monticello, Iowa



Heavier the Bunch the Tighter the Grip.

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH — FROZEN FISH
SMOKED FISH — SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED



Use the

ARCTIC

SILENT-SALESMAN

to keep perishable goods before your customers

Don't keep your perishable goods secluded. Show them in one of these cases and you will find your sales greatly increased. They are handsome store fixtures.

Catalog on request.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents:—Quebec and Maritime Provinces: Wolf, Sayer & Heller, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask.



The Growing Taste for OLIVES

Olive sales are 100% larger today than they were 10 years ago. No doubt your trade is looking for a good olive at a reasonable price — why not supply the demand in your own community with the high-quality, moderate-priced

D. W. C.
SPANISH OLIVES

The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travelers for a trial lot.

ROWAT & CO
Glasgow, Scotland

CANADIAN DISTRIBUTERS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

ORANGE MARMALADE
BANNER BRAND.

	Shipping Price Doz.	W'ght Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	33
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.
MINTO BROS., LIMITED,
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	70	1 00

JAMS AND JELLIES.
T. UPTON & Co.

Pure Fruit Jams—Raspberry and apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per dozen; o. 2 tins, 2 dozen in case. $1.90 per doz.; No. 5 tin pails, 9 pails in crate 37½c. per pail; No. 7 tin pails, 6 pails in crate, 57½c. per pail: No. 7 wood pails, 6 pails in crate, 52½c. per pail; 30 lb. wood pails, 7¼c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant and pineapple flavors, 9-oz. glass tumblers, 2 doz, in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages	1 15



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.



If any Government Inspector ever picks up a sample of **"PRIDE OF CANADA" Maple Syrup** he almost feels inclined not to analyze it. **If**

Because It has never been proven impure throughout many long years. The reputation of the packers has not been tarnished in any way. **Because**

and You can protect your own reputation by handling it. Boost the pure, the pure boosts you. **and**

Maple Tree Producers Association, Limited
MONTREAL

AGENTS: Oppenheimer Bros., Vancouver; W. L. Mackenzie, Winnipeg; S. H. P. Mackenzie, Toronto

The Tobacco Connoisseur

will come to your store regularly for his supply of Chewing Tobacco if you sell

King George Navy Chewing Tobacco

Men who chew appreciate real quality, they are satisfied with no other but the best, and they will come a long way for "King George Navy."

Stock to-day, it will pay you.

Rock City Tobacco Co., Limited
QUEBEC
Winnipeg

"One Hundred Easy Window Trims"

"One Hundred Easy Window Trims" is the title of a new book just published. It is the only popular-priced window trimming book on the market, the only book with inexpensive window trims, and the only window trimming book written exclusively for the small store. The book is in two parts, both included in the one volume. The first part is devoted to general instructions on window trimming, with pointers on such subjects as making window cards, photographing windows, keeping frost from windows, and the like. The second part is given up to illustrations and descriptions of one hundred window trims. These include backgrounds and displays for all classes of goods, each described so that any clerk can handle it. All the materials are from the store, or can be supplied at very little if any cost. This is just the kind of a book the merchant with limited capital, unable to employ experienced window trimmers, has been looking for. With this book he can change his window once a week and have enough ideas to last him two years. It is the biggest value and the most practical book on the subject ever offered. "One Hundred Easy Window Trims" is bound in cloth, has 224 pages and 104 full-page illustrations, and sells for only $1.00. Sent postpaid upon receipt of price.

The MacLean Publishing Co., Ltd.
BOOK DEPARTMENT
143-149 University Ave., Toronto

Bee Brand Specialties



gather the sweets of profit for the dealer. **Bee Brand Jellies, Starch, Borax,** etc., can always be depended upon for high quality and purity. Neatly packed, make good displays. Set them working for you

SEND FOR SAMPLES

FORBES & NADEAU - Montreal, Que.

The Breault-Gill Line of Prepared Mustard Picalilli and Chow Chow

This is a line especially prepared for fine table use, and as such is fast growing an enviable reputation. Your smallest order will get prompt, careful attention.

Write for prices.

Breault, Gill & Co.

622 ST. PAUL ST. MONTREAL

Agents Wanted

Buyers' Guide

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

FRUIT PULPS

OF ALL KINDS

FRESH BITTER ORANGES and LEMONS

PEELS IN BRINE.

F. KESSELL & CO. 7-8, The Approach

London Bridge, London, Eng.

MACKINTOSH'S TOFFEE

Made in Halifax, England

"THE TOFFEE THAT SELLS"

FINCH'S PATENT FLY TAPE

For Season 1914. Agents Wanted. Write—

Edward Kidd & Co. 1090 Hamilton St. Vancouver, B.C.

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

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SUCHARD'S COCOA

The Highest Quality

Most Reasonably Priced

"Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.

Agents Montreal

HEADQUARTERS FOR

MAPLE FLAVOR

bulk only

Thomas Henderson, Manufacturing Chemist.

86 Fulton St. NEW YORK

COMTE'S

Satisfaction and profits with every sale. We want more agents. Write

Augustin Comte & Co.,

Limited, P. O. Box 2963, MONTREAL

COFFEES

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in 'rish trade.

EGG FILLERS

12-DOZ. EGG CASES

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Trenton, Ontario, Canada



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The Sanitary Fly Destroyer—Non-Poisonous

Gets **50,000,000,000** flies a year—vastly more than all other means combined. Poisons are dangerous.

When writing advertisers, kindly mention having seen the ad. in this paper.

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good—More." Order a case from your jobber to-day.

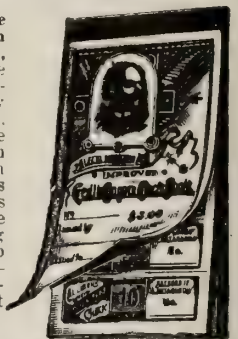


HOLLAND RUSK COMPANY

HOLLAND, MICH.

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts, and bring in the money QUICKER—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business — and Allison Coupon Books cost almost nothing.



HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For Sale Everywhere by the Jobbing Trade. Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

Your profit is 26½% on Richard's Soaps

RICHARD'S QUICK NAPTHA SOAP

Every dollar you invest in **Richard's Quick Naptha** and **Richard's Pure Soap** will net you 26½c—and there's no waiting to get it. These soaps are selling all the time. Widely advertised. Order from your wholesaler.

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

NOVA SCOTIA — COLLECTIONS MADE throughout Province. Owen and Owen, barristers, Annapolis Royal.

WANTED

MILK WANTED—A REGULAR SUPPLY OF skim milk or surplus milk of any kind. Box 38, Canadian Grocer, Toronto.

TRAVELLERS WANTED—FOR BISCUIT Manufacturer. Representatives required in Eastern and Western Ontario, Niagara Peninsula, Quebec and Maritime Provinces. State experience, age, salary, etc. Box 39, Canadian Grocer. (3t)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

The Truth About Radium

An article by Dr. George Ryerson, ex-M.P., of Toronto, detailing fully all the facts ascertained up to the present about radium, is published in the March number of "MacLean's," now out.

THE ANNOUNCEMENT OF THE USE OF $100,000 *WORTH OF RADIUM*

in the shoulder of an American member of Congress set us all agog at the time, and this Ryerson article will give us much interesting enlightenment regarding the mysterious substance called Radium which has been creating such a stir in the scientific world.

CANADIANS ARE BECOMING JUSTLY PROUD

of this great national monthly periodical, and the March issue, with its cover by a famous Canadian artist and the many interesting special Canadian features, marks a new epoch in the history of Canadian journalism. Don't miss this March number.

"MacLean's Magazine"

will make a valuable addition to your library table and keep you well informed on things essential. Send us a postcard with your name and address, and have your name added to our subscribers' list.

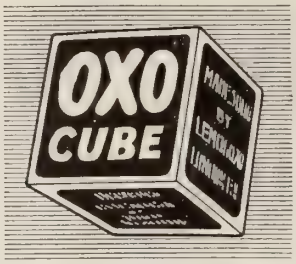
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Subscription Price $2.00 a year; Twenty cents a copy.

THE

MacLean Publishing Co., Ltd.

143-149 University Avenue, Toronto, Canada



"Say, Mother! Get some more

OXO CUBES"

That's the message that hundreds of youngsters call out as Mothers start out on their daily shopping.

And that is the message that is in the mothers' minds as they enter *your* store. Whether or not you sell them their entire order, depends on whether you have

OXO CUBES

Youngsters like hot Oxo after school, when they come in cold and hungry—after sledding or skating—and after they've been "tucked in" at night.

Mothers—yes, and fathers too—will buy lots of things for the children that they might not buy for themselves.

Stock Oxo Cubes—and push them this "Oxo weather." Write us for special prices to the trade.

Corneille David & Co.

Montreal Toronto Winnipeg St. John, N.B.



Pick up your expense sheet and find out where your leaks are

Large and Small shippers of goods who have looked into their expense sheets with an unbiased vision have found the leak in their shipping department.

Here is the way one shipper figures the saving he has effected by throwing out the old wooden boxes and replacing them with T. and N. Corrugated boxes.

The initial cost of corrugated boxes, $63.00 per 1,000, as against $120.00 for wooden.

Corrugated box weighs 10 lbs. 14 ozs., wood weighed 17 lbs.

The corrugated container reduces time and labor one-half, and being of knock-down construction requires infinitely less storage space.

With these figures before you, can you afford to continue using the old and expensive methods in your shipping department? Turn the searchlight of your expense sheet on your shipping department and see if you cannot save money.

We make corrugated boxes of every description—for every need.

Fill in coupon below. Write to-day

The Thompson & Norris Co. of Canada, Limited

NIAGARA FALLS, ONTARIO

Brooklyn, N.Y.; Boston, Mass.; Brookville, Ind.; London, England; Jülich, Germany.

The Thompson & Norris Co. of Canada, Limited, Niagara Falls, Ontario.

Send full particulars.

Name .....

Address .....

C. G.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 68
Anglo-B.C. Packing Co., Ltd 9

B

Balfour-Smye & Co. 12
Barr Register Co. 62
Beard, M. D. 16
Beauchamp, Claude 17
Bengers Food Co. 65
Benedict, F. L. 68
Beverley Register 18
Bickle, J. W., & Greening... 61
Borden Milk Co. 3
Bowser & Co. 10
Breault, Gill & Co. 67
Brown & Polson 19

C

Campbell Brokerage Co. 16
Campbell Bros. & Wilson, Ltd 4
Canada Starch Co. 24
Canada Sugar Co. 15
Canadian Fishing Co., Ltd... 65
Cane & Co., W. 61
Carr & Co. 18
Catelli, Ltd.....Front cover
Clark, Ltd., W..... 11
Cleave & Son, Ltd. 9
Coles Mfg. Co. 13
Comte's Coffee 68
Connors Bros. 56
Cornish, E. O. 16
Cowan & Co..Inside front cover
Crescent Mfg. Co. 17

D

Da Costa & Co. 6
Dickson & Co., R. 10
Dominion Canners, Ltd. ... 5
Dominion Register 53
Dominion Sugar Co. 53

E

Eby-Blain, Ltd. 22
Emerson, Bamford & Co. .. 68
Escott & Co., W. H. 16
Eureka Refrigerator Co. ... 23

F

Fairbanks Co., N. K. 59
Fardon's Vinegar 13
Fearman, F. W., Co. 63
Fenwick, Hendry & Co. 61
Forbes & Nadru 67
Furuya & Nishimura 6

G

Galloway & Co. 18
Gorman, Eckert & Co. 12
Grocers, Eng., & Co. 53
Guelph Soap Co. 7

H

Hall Mfg. Co. 65
Hamblin, Brereton Co. 16
Heinz Co. 12
Henderson, Thomas 68
Hillock & Co., John 65
Hobart Mfg. Co. 20
Holland Rusk Co. 68
Hudon, Herbert, & Co. 21

I

Imperial Extract Co. 58
Irish Grocer 68

K

Keath & Sons 59
Kessel Co., F. 68
Kidd & Co. 68
Kilgour Bros. 6
Kraut, Adolph 7

L

Lake of the Woods Milling Co. .....Back cover
Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited ... 71
Lawrason Co. 14
Leadlay, Ltd. 16
Leeuw, Henri de 16
Leitch Bros. Flour Mills, Ltd 6
Lemon Bros. 59
Lindners, Limited 64
Lothian & Co., W. B. 17
Lytle & Co. 22

M

MacNab, T. A., & Co. 17
McCabe, J. J. 59
McGregor, C. P. 6
McLaren, W. D. 23
McLean Co. 57
McVitie & Price 9
Magor, Son & Co. 24
Malcolm & Son, Jno. 60
Maple Tree Producers 67
Mason & Hickey 14
Mathieu & Co., J. L. 17
Meyer, Edgar 17
Millman, W. H., & Sons.... 16
Minto Bros. 15
Morrow & Co. 16
Mott, John P., & Co. 60

N

Nicholson & Bain 57
Nugget Polish Co. 52

O

O'Neale, I. A. 16
Oakey & Sons, John 17
Oriental Produce Co. 6
Oxo Co. 70

P

Paterson & Sons, R. 19
Patrick & Co., W. G. 16
Peek, Frean & Co. .....
Inside back cover
Pennock, H. P., & Co., Ltd.. 16
Perrin & Co., Ltd., D. S..... 2

R

Reckitts, Ltd. 20
Rennie, Wm. 12
Richards Soap Co. 68
Rock City Tobacco Co. 67
Rowat & Co. 66
Ruttan, Alderson & Lound.. 16

S

St. Lawrence Sugar Refining Co. 7
Salada 23
Sanitary Can Co. 66
Simpson Produce Co. 16
Smith & Son, E. D. 3
Smith & Proctor 7
Snap Co. 19
Somerville, Robert W. 16
Spurgeon, H. G. 16
Stanway & Co. 16
Stuhr, C. F. 17
Symington & Co., W. 12

T

Tanglefoot 68
Telfer Bros. 36 37
Thompson & Norris 70
Thum Co., O. & W. 68
Tippet, Arthur P., & Co. 1
Toronto Salt Works 68
Trent Mfg. Co. 68
Tucketts, Limited 8

U

Upton Co., The T. 63

W

Wagstaffe Co. 55
Walker Bin & Store Fixture Co. 4
Walker, Hugh, & Son 63
Warren, G. C. 16
Watson & Truesdale 16
Wellington Mills 17
Wethey, J. H., & Co. 63
White & Co. 61
White Swan Co. 51
Wiley, F. H. 16
Woodruff & Edwards 19
Woods & Co., Walter 63

Y

Yeastman's, Ltd. 8

Z

Zip Co. 12

Canadian Canned Goods

1913 Pack

VEGETABLES.	FISH.	FRUITS.
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herrings	Pears
Beets	Oysters	Peaches
Asparagus, etc.	Cod Fish, etc.	Plums, etc.

1914 Pack

We are now booking orders for our well known **"Victoria"** brand as well as for the most popular brands of **"The Dominion Canners"** for Fruits and Vegetables. Order at once.

Dried Fruits

RAISINS, Currants, c|s 36 pqts. 1 lb., 25-50-lb. boxes.

RAISINS, California, 1, 2, 3, 4 couronnes btes 25 and 50 lbs.

RAISINS, Valencia, Loose, 7, 14, 28 lbs.

RAISINS, Malaga Table, "Empress," "Princess," "Duchess," "Countess," in 1 lb. bundle. In 5½ and 22 lbs. loose.

Evaporated Fruits

Apples in 12½, 25 and 50 lb. boxes.

Peaches in 25 lb. boxes.

Pears in 25 lb. boxes.

Apricots in 25 lb. boxes.

California and Oregon Prunes

30|40 à 90|100 in 25 lb. boxes.

HALLOWEE Dates, Loose 60 lbs., 100's 6 oz. c|s, 30's 12 oz. c|s.

FIGS 6, 7, 9 crowns in 10 lb. boxes.

PEELS, Lemon, Orange, Citron, in 7 lb. boxes.

SHELLED NUTS, Almonds, and **Walnuts,** in 5, 28, 55 lb. loose.

NUTS, Terragona, Mayette (Grenoble), **Marbots,** Pecans, Brazil, Filberts.

Peanuts, "Coon," "G," "Bon Ton."

WRITE, PHONE, WIRE.

Laporte, Martin, Limitee

568 St. Paul Street,

MONTREAL, QUE.

Tel. Main 3766.

Expansion Number on April Seventeen

Annual Spring Sales Issue This Year Will Be Replete With Evidences of the Dealer's Power to Sell Goods—Competition for Clerks to be Announced Next Week.

The annual Spring Sales Number of Canadian Grocer this year will be an Expansion Number. It will be issued on April 17, and in all the articles the idea of Business Expansion will be carried out. The editors have already under way articles from retailers on methods they have used to expand not only their entire business, but sales of individual lines.

This number will contain interviews with some of Canada's best grocers—men who have made a close study of the ways and means for creating sales and who have been steadily showing expansion in their business. These are men who are not content with simply supplying demand. They are not slot-machines, but salesmen who through their own efforts and those of their salesmen, have increased demand by personal salesmanship, attractive window displays, judicious newspaper advertising and little kinks and ideas that have become gilt-edged investments to them.



The man who causes two blades of grass to grow where but one grew before is a benefactor to the cause of humanity.—The Philosopher.

This Expansion Number will demonstrate forcibly "The Selling Power of The Dealer." It will show that the retail grocer is no mere automaton who stands behind a bare counter, with bare shelving at his back and a blank window in front, and hands out the bare necessities of life according to the meagre demands of those who condescend to call upon him. Dealers will tell in their own words how they have expanded their biscuit sales; how they have built up trade in cooked meats; what methods they employ to secure the greatest possible turnover and profit from canned goods; their ideas for increasing sales of soups, meat extracts, preserved fruits, confectionery, fruits and vegetables, and scores of other lines sold by the retailer.



The clerk who sells two dollars' worth of goods where but one was asked for is a benefactor to the bank account of his employer.—The Creative Salesman.

Systems will be illustrated that have helped men to easily keep in close touch with business progress while they are giving their energies to the expansion of sales. The value of certain store fixtures and adequate equipment will be demonstrated by actual experience—in short, the editorial plans are laid for the most practical issue Canadian Grocer has ever presented to its readers.

In next week's issue will be announced particulars of an interesting competition for clerks. An opportunity will be given all clerks in Canada and Newfoundland to enter evidences of their selling power in this contest.

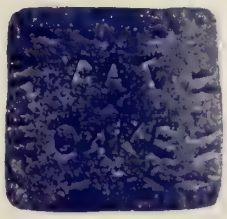
In the meantime every clerk should think over past experiences and recall to mind instances where he and the store staff have expanded the sale of some particular line and the selling methods used in the expansion.

Watch for the full announcement next week.

The Connaught

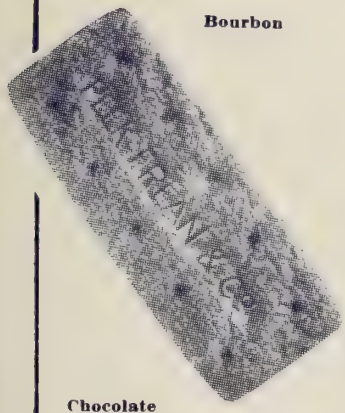


A Princely Biscuit



Pat-a-Cake

Bourbon



Chocolate Sandwich



Ye Billiken



P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal to-day to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

—because it speeds up your turnover

Since there's no velvet worth while in individual sales—
Since it is volume alone that carries the profit—
Since it is *the dollar turned over and over again* that counts in the retailing of flour—
Why don't you speed up *your* turnover?
Why don't YOU concentrate on FIVE ROSES flour?



Only by sheer quality and unvarying satisfaction can a flour sow the seed of a re-order.

Which explains why FIVE ROSES without a break in the current of steady sales safeguards the *individual* profits—those small but essential profits that accumulate to a satisfactory total.

The sale of FIVE ROSES becomes not only more frequent, but practically *automatic*—

And this because each actual customer becomes a source of ceaseless revenue—an inspiration to buyers of inferior flour—an encouragement even to themselves to use *more* flour.

While reaching out for more, FIVE ROSES can hold its own, unlike cheap flours that *must* constantly seek new trade, having failed in their purpose.

Would YOU earn a larger percentage of income on your investment—would you speed up YOUR turnover?

Then concentrate on a flour that will work *for* you and not *against* you.

Ask your jobber or write nearest office.

LAKE OF THE WOODS MILLING CO., LIMITED

Toronto
Ottawa
London

"The House of Character"
MONTREAL

St. John
Winnipeg
Vancouver

FIVE ROSES FLOUR
Not Bleached—Not Blended
Daily Capacity - 11,500 bbls.

THIS IS THE 1,369th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, MARCH 6, 1914. No. 10

Are you getting your share of Snowflake Ammonia business?



One shipment (Five Dray Loads) of Snowflake Ammonia

THE above illustration taken from an actual photograph shows one of the largest shipments ever made of any one brand of cleaning preparation.

This big shipment of Snowflake Ammonia is the direct result of our aggressive co-operative plan in the retailing of this famous cleaner.

The quality of Snowflake Ammonia is backed by a $500 guarantee that it equals in cleaning power any similar powder on the market selling for twice the price.

Your customers will appreciate the economy and thorough cleansing qualities of the moderate-priced Lawrason lines during their Spring house-cleaning.

Send for full particulars of our co-operative plan.

Order from your wholesaler and be prepared for a big Spring house-cleaning business.



S. F. Lawrason and Company

LONDON, Ont.

Frank H. Wiley, 757 Henry Avenue, Winnipeg, Distributer for Manitoba; Howe, McIntyre Co., 91-93 Youville Square, Montreal, distributer for Quebec; D. J. McLeod, 102 Purvis Block, Edmonton, Alta., distributer for Alberta; J. Hunter White, St. John, N.B., distributer for New Brunswick.

FEATURING—OPENING OF HOUSE-CLEANING CAMPAIGN

Orinoco TUCKETT'S SMOKING Tobacco

Fine "Old Virginia"

It is not the tasteless sort that has no strength because it is sawdusty. Nor yet is it the strong, nerve-racking weed that kills the average smoker. It is a delightful blend of real "Old Virginia" tobacco that has been properly grown, fully ripened, carefully cured and prepared. It has a rich, mellow flavor and a fragrance that betokens real tobacco goodness. **Try it yourself and stock it for the men who appreciate a good smoke.**

Get "Orinoco" from your wholesaler.



Tuckett Limited

HAMILTON, ONT.

Feature these two Brand lines NOW!



Excellent sellers during Lent



Brand's Potted Bloater is a delicious fish product that will satisfy the popular demand during this season of abstinence.

Brand's A 1 Sauce is a delightful addition to fish foods—relished by Royalty and will appeal to your particular trade.

Stock now and display—sales are quick and sure. Brand's quality always satisfies. The profit is good. Order from your wholesaler.

BRAND & CO., LIMITED

Mayfair, - - - London, Eng.

NEWTON A. HILL, 25 Front St. East	TORONTO
H. HUBBARD, 27 Common St.,	MONTREAL
McLEOD & CLARKSON,	VANCOUVER
LEADLAY, Limited, 332 Bannatyne Ave.,	WINNIPEG
NICHOLSON & BAIN,	REGINA, SASKATOON
HOLLOWAY & REID,	EDMONTON
A. J. MACDONNELL & CO.,	CALGARY

This is the Season for Fish Buying

The Season of Lent has just commenced—and with it the desire of most people for fish. You are serving your best interests by stocking only the best class—on the quality at this season depends the trade you will do throughout the year.

Thistle Brand will delight your customers

The name and the fame of the "Thistle" Brand of fish have brought credit and honor to the producers, and are bringing money to the retailer.

The "Thistle" label on Haddies, Kippered Herring, Herring in Tomato Sauce, and Tunny Fish, is known throughout the Dominion to guarantee the virtues of cleanliness, genuineness and natural flavor of the freshly-caught and instantly-canned fish, just as they are taken from their ocean home.

The cleanliness of "Thistle" Brand is always proverbial—their flavor is fine —they are genuine always.

A big tribute to this brand is that there are times when the demand exceeds the supply. So get your supply in time.

Arthur P. Tippet & Co., Agents

Montreal, - Que.



Actual Photo of Perrin's Dairy Cream Sodas

Fancy thin 5c and 10c Pkgs. with Blue label



Actual Photo of Box

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA



—real Tomato Catsup

There is an excellent business in catsup to be had at this season of the year; especially so if you sell the delicious **E. D. S. Brand.**

E. D. S. Tomato Catsup is carefully prepared in the sanitary E. D. S. kitchens. No preservatives or artificial coloring are used whatsoever. Best tomatoes and pure spices only, are used.

E. D. S. Catsup is unsurpassed by any imported, and sells at a lower price.

Made only by

E. D. Smith & Son

Limited

Winona, Ontario

AGENTS :
NEWTON A. HILL - Toronto
W. H. DUNN - - Montreal
MASON & HICKEY - Winnipeg
R. B. COLWELL - Halifax, N.S.











A Chain of Quality

A series of milk products that is prepared by a system superb—**Borden's.** A system whereby the milk from the cow to the can is under the strictest supervision by experts. The most up-to-the-minute methods of sterilizing and clarifying process are employed, ensuring both quality and purity.

Get and hold trade by handling and recommending these quality leaders to your patrons.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver. B.C.

JAPAN TEAS
Furuya & Nishimura

A store convenience — costs little — gives big service



Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one.

Write for Prices and detailed particulars.

Selling Agents for Canada: KILGOUR BROS. 21-3 Wellington St. W., Toronto

O. P. McGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER



Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills,
Limited
Oak Lake, Manitoba

→Increase Your Tobacco← Turnover

STOCK and recommend our **unequalled** for **Quality** "Made in Canada" chewing and smoking tobaccos. The "**casual**" customer will develop into a **regular** patron of your store and bring other business with him. Give them a trial—they can't be beat.

"Rose Quesnel"

Smoking Tobacco. Sweet—fragrant—pure. Does not scorch the tongue. A smoke that "**satisfies.**"

"Master Mason"

Another high-grade **Smoking Tobacco** that is sure to please.

"King George"

Navy Plug Chewing Tobacco. Without a doubt the "King" of all chewing tobaccos. Unexcelled for its non-irritant properties.

Let us hear from you—our terms will prove attractive.

The Rock City Tobacco Co.
Quebec, Winnipeg

Now is the Time

to push Baked Beans. Lent is here, the season of abstinence from meaty foods. This is your opportunity to introduce Simcoe Baked Beans—plain, with chili or tomato sauce. Your customers will appreciate their sustaining and body-building power. One tin contains as much nutriment as a pound of beefsteak.

Enthuse your customers with the idea of "buying by the case"—don't be satisfied with one-tin orders. To help you attain this object we have prepared some attractive advertising matter which we shall be glad to send you on receipt of postal. Drop us a line right now,

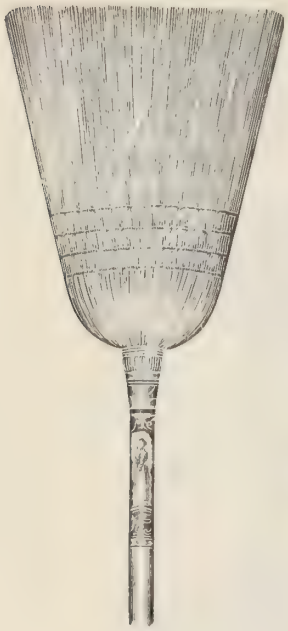
Push the Simcoe Brand—it is the Brand of Quality.

Dominion Canners, Limited

Hamilton, Canada



The Brand of Quality

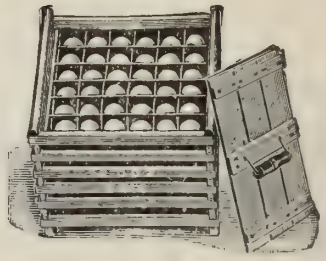


GROCERS' SUNDRIES

All Staple Lines







The Walter Woods & Co. staple sundries are well known throughout the Canadian trade to be the old reliable. They combine the highest quality of workmanship and materials and best value. They are the standard.

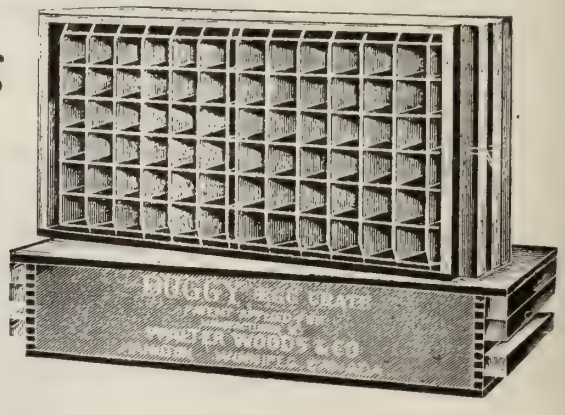
The line consists of:

TWINES, CORDAGE, BROOMS, BRUSHES, BASKETS, WILLOW-WARE, WOODENWARE, "HUMPTY DUMPTY" (folding), and "BUGGY" EGG CRATES, LARD AND BUTTER SCOOPS, PAPER, PAPER BAGS, ETC., also J. B. Shoe Polish, Shoe Dressing, Silver Cream and Silver Powder, Stovepipe Varnish, China Cement, Embrocation, Etc., Etc.



Write for catalog and prices

The W. W. Co. lines pull a steady business. All orders receive our prompt and careful attention. Give us a trial.



WALTER WOODS & CO.

Wholesale Woodenware

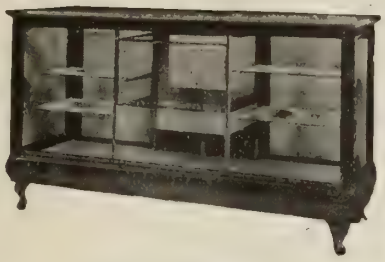
Hamilton **Winnipeg**

Your recommendation

always influences your customers' purchases. You can safely recommend

St. Lawrence Granulated

as a sugar to suit the most exacting. It will stand the test.



Case No. 450

ARCTIC

Refrigerators and Cases

are all-year-round necessities in any grocery store. They have the dry cold circulating air system. Separable parts, solid brass hardware, minimum ice consumption.

Catalog on request.

John Hillock & Co., Limited

TORONTO, ONT.

Agents:—Quebec and Maritime Provinces: Wolf, Sayer & Heller, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan; Western Butchers' Supply Co., Regina, Sask.



Refrigerator No. 157

Tying a String to Future Business.

Every time you sell a packet or tin of GIPSY you tie a string to future business.

GIPSY generates satisfaction; so much so that the friends and friends' friends of a GIPSY customer are persuaded to ask for GIPSY. Quality and satisfaction go with every packet and tin.

Start recommending GIPSY to-day—the first link in an endless chain of profitable business.

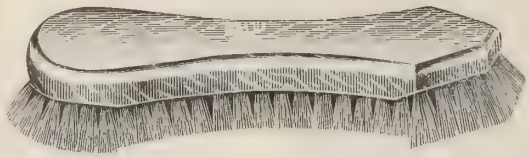
GIPSY Stove Gloss

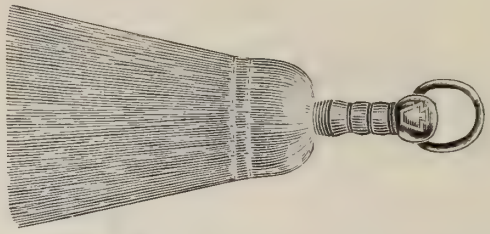
HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Creeden & Avery, 118, Homer Arcade, Vancouver, B.C.

'CAMP'

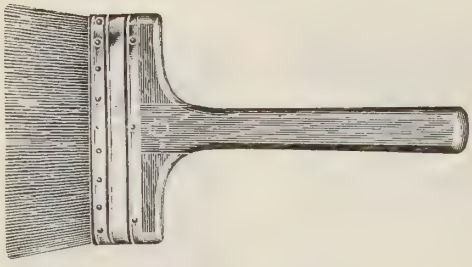




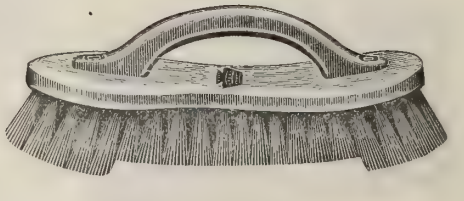


Headquarters for

House-Cleaning Necessities







Stevens-Hepner Company, Limited

Port Elgin, Ontario, Can.

Finest Quality **Whittemore's Shoe Polishes** Largest Variety











Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"BULLY SHINE." A waterproof paste polish for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains oil and waxes to polish and preserve the leather. Also Russet Bully Shine for tan leathers. Large tin boxes. Boxes open with a key. Retail 10c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Boxes open with a key. Retails 10c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

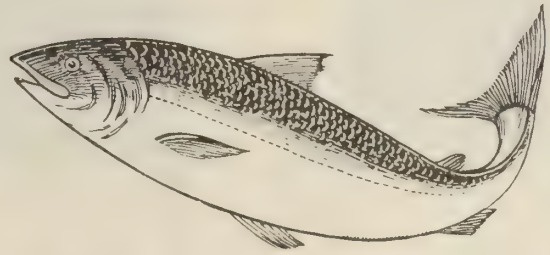
"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"BOSTON" WATERPROOF POLISH. A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Retails 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A. For sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye  Sockeye

SALMON

Buy—

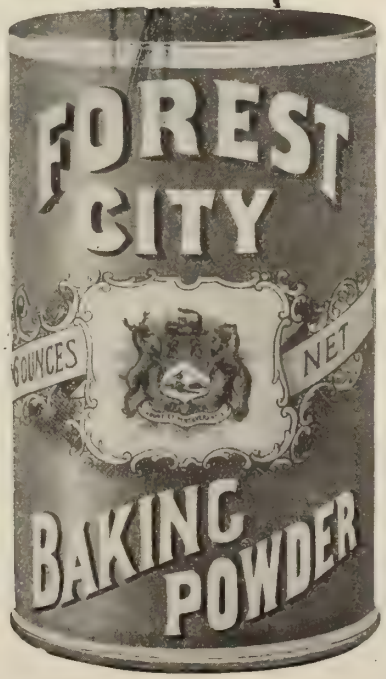
SOVEREIGN BRAND
HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON

That's what counts—

It's the housewife's verdict. When the baking is good—light, fine grained and tasty the housewife is pleased and so are all the rest. It means that the grocer who sold the good baking powder — Forest City, is going to get their steady patronage for baking powder, as well as for other lines.

Forest City Baking Powder is a home favorite. Stock it today.



Gorman, Eckert & Co.,
London, - Ont.

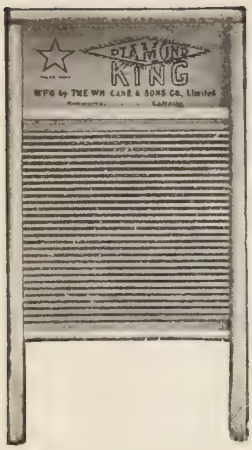
Western Selling Agents:
MASON & HICKEY,
Winnipeg, - Man.

Link Your Business To Quality Products

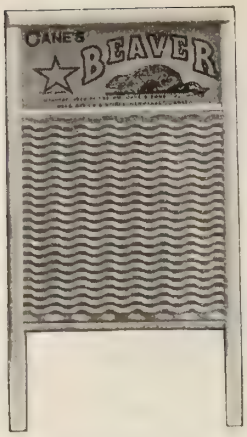
The good housewives appreciate quality, be it even in so common a product as salt. The superiority in the quality of PURITY SALT is noticeable, and the dealer who supplies this staple condiment in the **Purity Brand**, links the trade of the good housewives to his store.



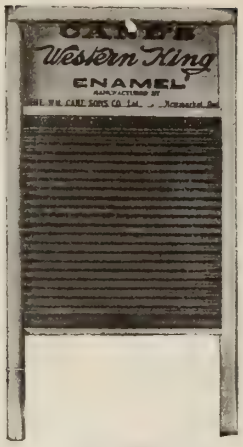
The Western Salt Co., Limited
COURTRIGHT, ONTARIO



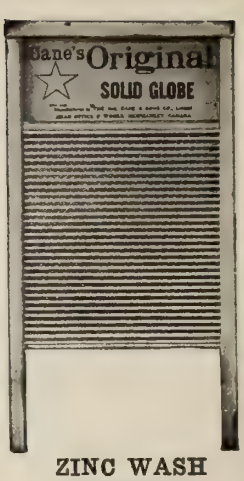
GLASS WASH BOARDS.



BRASS WASH BOARDS.



ENAMEL WASH BOARDS.



ZINC WASH BOARDS.

You can sell no better than

C WASH BOARDS A CLOTHES PINS N TUBS and PAILS E BUTTER MOLDS, Etc. S

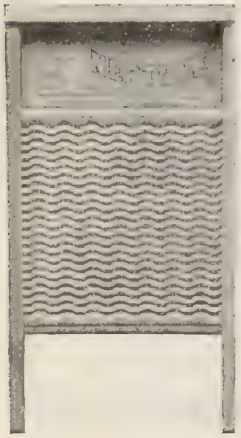
Cane's Woodenware products are made to last, and when you sell them they stay sold. They are high-grade in every particular, and do not give cause for complaint.

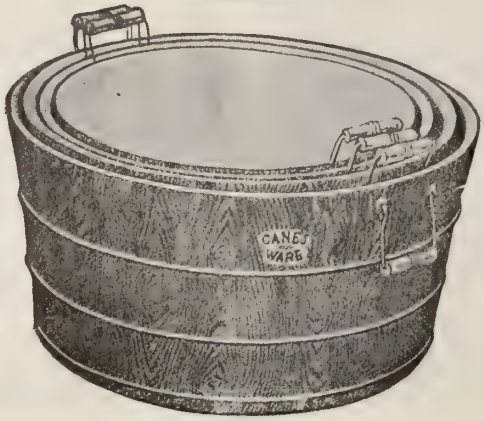
How is your supply of Clothes Pins? Are you ready for the demand that comes for this necessity during house-cleaning time? The Clothes Pins like the other Cane lines—Washboards, Tubs, Pails, etc.,—are strong and reliable. Only the best straight-grained, well-seasoned woods are used. They are neatly and attractively finished, and make for quick sales.

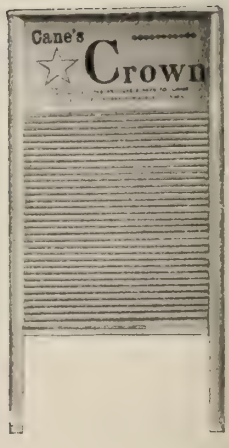
Ask your wholesaler for prices, also write us for handsome catalog in colors—very handy for reference.

The Wm. Cane & Sons Co., Limited
Newmarket, Ontario





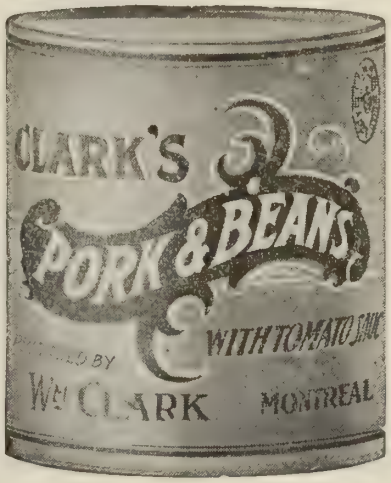




Two Pertinent Questions

Is There Money In Them?
Will They Increase My Business?

Let us answer them for you, Mr. GROCER.



There is
MORE
MONEY
in



CLARK'S PORK and BEANS

than in any other brand, because—

They are the best on the market.
They are well advertised.
They sell readily.
They please and satisfy your customers.

They have the Reputation and Reputation Brings Business.

W. CLARK, LIMITED, MONTREAL

Hold your tea order till our traveller calls

We are going to sell some high-grade bulk teas at exceptional prices. We also have a special inducement for you, never before offered to the trade. It will pay you to wait, or better still, write at once and we will give you full information by mail.
Do it now—delay may mean the passing of another opportunity.

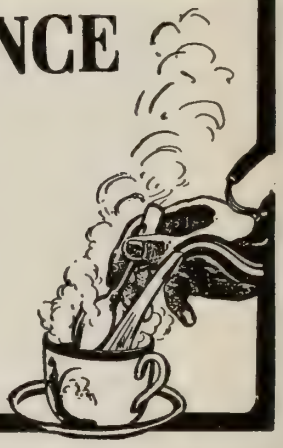
Balfour, Smye & Co., Wholesale and Manufacturing Grocers
Hamilton, Ont.

Tartan BRAND
THE SIGN OF PURITY
Groceries, Spices,
Canned Goods, Etc., Etc., Etc.

SYMINGTON'S COFFEE ESSENCE



will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.



Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co , Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

BUY
STARBRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

John Duncan & Co.
Montreal
TEAS

of all grades from every tea producing country in the world.

Ask us for Samples.

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Preliminary Notice



Mr. W. E. Wigmore
(Special Representative)

DURING April and May our Mr. W. E. Wigmore, straight from this country, will visit all centres east of Winnipeg.

He will carry special low quotations for our guaranteed Pure Malt Vinegar and High-grade Sauces for Summer delivery—it will pay you to inspect his samples and hear what he is coming across the "herring pond" to tell you.

Let us get into touch. Your letter heading pinned to this advertisement and addressed to us will bring our representative straight to you.

FARDONS' VINEGAR CO., LIMITED

BIRMINGHAM, ENGLAND

Pure Malt Vinegar Brewers and Manufacturers of Worcestershire Tomato and Fruit Sauces.

The Quality Broom—Pansy



Any good housewife will tell you that quality in a broom counts tremendously in the daily routine of housework. No matter what price a quality broom is sold at it pays the housewife to use it. This is the reason that the Pansy Broom, even in the face of a heavy advance in price brought about by the failure of the crop of broom corn, is even more popular to-day than ever before.

It sells at any price

because when all brooms are dear the housewife will pay a little more and get the broom she knows will give her absolute satisfaction —the Pansy Broom. Just as many brooms will be used if they go higher than they are now, but it will be the better brooms that will sell more readily. Now is the time to stock up with Pansy Brooms before they take another jump in price.

Order to-day.

H. W. Nelson & Co., Limited

Established 1840

TORONTO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Davidson-Bowles Limited
86 Wellington West, - Toronto
Sole agents for Canada for the famous
MERMAID TOFFEE AND BON BONS
Samples and quotations on application. Mention this paper.

ON SPOT
Valencia Raisins, Dates, all kinds, and Evaporated Apples.
W. H. Millman & Sons
TORONTO and VANCOUVER.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

Agencies Wanted
I solicit representation of good Grocers' Druggists' and Confectioners' lines.
M. D. BEARD
15 Jarvis St. TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

Henri de Leeuw, Merchandise Broker
28 Front St. E., Toronto, Montreal, Halifax; representing Georgiades & Co., Patras, Greece, Currants; Antoine A. Capponi, Smyrna, Sultanas; Jose Romany Aranda, Denia, Spain, Valencias.
Ask me prices, and my special conditions.

ONTARIO.

ROBERT W. SOMERVILLE
34 Yonge Street, Toronto
Broker and Manufacturers' Agent
Canned Goods a specialty.
Write or wire for quotations.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarkes Cream Custard."

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

The Condensed Ad. page will interest you

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG. MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

NOVA SCOTIA.

Are You Represented in Sydney?
Am open to accept a few good lines on commission in Cape Breton. Best territory in the Maritime Provinces. Know trade thoroughly. Good reference.
P. A. O'NEALE, Manfrs. Agent
SYDNEY, N.S.

Manufacturers' Agents and Brokers' Directory

(Continued.)

QUEBEC.

Agencies Wanted

We know the retailers as they should be known. Do you want our connection? Only quality lines handled.

W. B. Lothian & Co.
B32 Board of Trade Building,
MONTREAL

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

A Wonderful Flavor



MAPLEINE

Sold and advertised from Portland, Me., to Portland, Ore. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.

Mathieu's Nervine Powders



are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

BRAND



STUHR.

STUHR'S

CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.

Sold by all High-Class Provision Dealers.

O. F. STUHR & CO., Hamburg.

Indents through European Exporters only.

SWISS DAIRY Brand Condensed Milk from Ireland

is a profitable 10c line.

4 dozen 16-ounce tins
$3.85.

Freight allowed up to 40c cwt. on 5-case lots or more.

Kirkwood & Sons
176 Dupont Street
Toronto

SOLE DISTRIBUTERS FOR CANADA.

There's money in the right salt

Hundreds of dealers have realized that the right salt, the salt that gives the best satisfaction, is CENTURY. Every crystal is pure. It is the best for table or dairy, and the most profitable for the dealer to handle. Those that know push CENTURY SALT. Put up in small, white cotton bags and 100-lb. sacks

Dominion Salt Co.,
Limited
Sarnia, Ont.



A Float of the Soap that Wins



A display of **Wonderful Soap**, **Peerless** and **Royal City**, always proves a winner. And now is the opportune time — when housewives are starting on their house-cleaning campaign—to put these lines of quality soap to the front. Show them in your window, on counter or shelves and you will win good sales and profits. **Wonderful Soap** works like magic. It is the ideal Laundry and Scrubbing Soap, excellent for bath and toilet. Being pure, it does not injure the most delicate fabric or the most tender skin.

Peerless and **Royal City** are long-bar soaps with powerful cleaning qualities. They are big value for the money.

All our soaps are attractively labelled and neatly packed. They present a good appearance in your stock and displays.

ORDER FROM YOUR WHOLESALER

Guelph Soap Company
Guelph, Ont.

All dealers report that the sales of

FOREST & STREAM TOBACCO

are increasing rapidly.

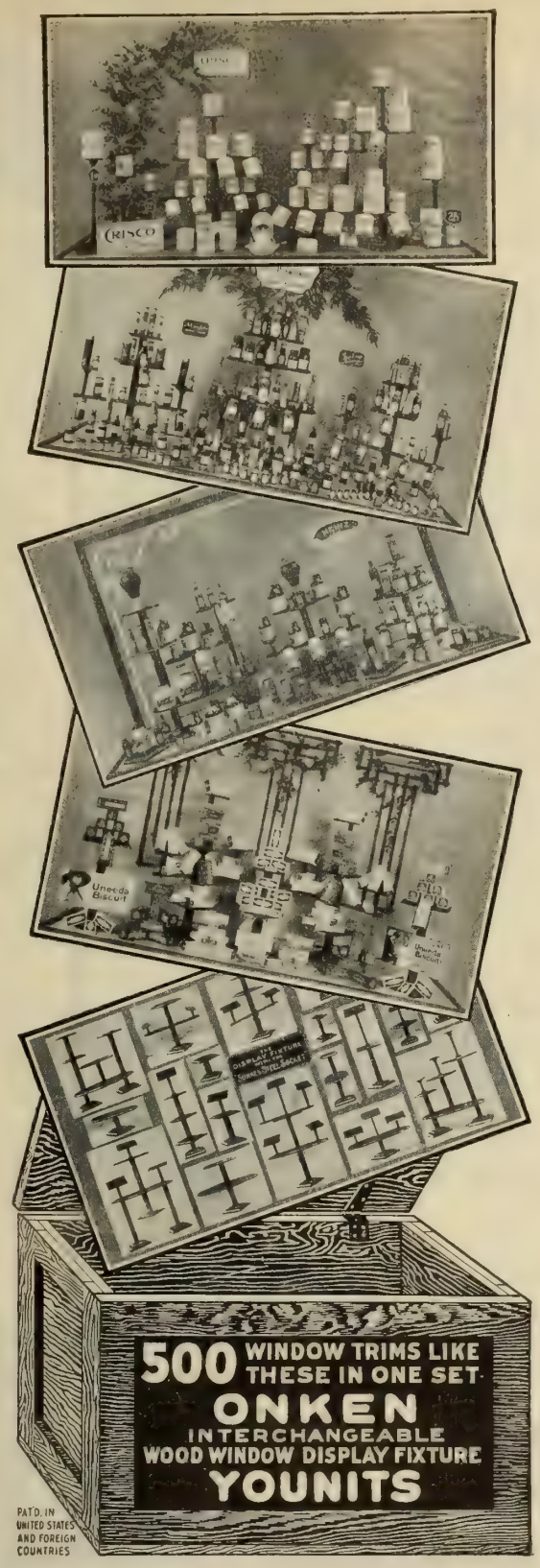


We are doing our utmost to bring it to the pipe-smokers' attention. Second our efforts by putting it well to the front and offer it to your customers. It will add quickly to your profits.

HANDLED BY ALL THE WHOLESALE TRADE

OUR NEW CONSTRUCTION—THE FIXTURE WITH THE "SUNKEN STEEL SOCKET." THERE ARE NO SCREWS SCREWING INTO WOOD

Make Your Show Windows Pay Your Rent



The Storage Chest. The 89 YOUNITS that make up this set are put up in A HARDWOOD, HINGED LID STORAGE CHEST (oiled finish). A good place to keep any part of the set that is not being used.

Many Sales are made from the Sidewalk!

This particular set of Interchangeable Window Fixtures will make the finest of Window Trims—will display your merchandise to a "Selling Point," will give you snappy trims which will attract local and transient trade. This set affords quick and frequent changes.

Read further about this wonderful

Set for Grocers

undreds of Trims. With this set over 500 original trade-pulling window trims can be made and at no time making any two alike, besides hundreds of standard and odd window fixtures can also be made.

Can't Wear Out. ONKEN YOUNITS are now made so they cannot show any wear. The NEW construction, the "Sunken Steel Socket," takes the place of the old construction. There are now NO Screws Screwing Into Wood. They will now last for many years. The construction is sturdy and high-grade throughout. Simplicity in detail is the principle.

A Book of Window Trims Included. A large, beautiful book of many captivating trims made with this set will be sent FREE with this set. This book is a help to any window trimmer.

Made of Oak. The entire set is made of thoroughly Kiln Dried Oak, the metal parts of cold rolled steel, each YOUNIT is accurately machined to fit right and made interchangeable.

Our Guarantee. We guarantee to replace this set FREE of CHARGE any time within one year if it proves defective in any way through construction or parts not fitting satisfactorily.

Our Standard Finishes. We will ship this set in either Weathered, Golden or Antique Oak, all in a soft, mellow wax non-scratchable finish.

Window trimming becomes easy with a set of these fixtures to help you. You will never be taxed about "what kind of a trim to make next."

Price for the Full Set No. 20 $35.00 NET

F. O. B. Hamilton, Ont., Canada

Order thru your JOBBER OR DIRECT

THE OSCAR ONKEN CO.

No. 481 W. 4th Street Cincinnati, O., U.S.A.

Quick Shipments. Address All Correspondepce to Cincinnati. Send for Younit Catalog.

Stock carried in CANADA, ENGLAND and AUSTRALIA





Early Spring Creates an Early Maple Taste

Every Sweet Tooth

will be made sweeter once the eye lights on our sweetmeats.
The quality has never given any dealer cause for complaint and never will, because it is our determination to have every package up to original standard.

Sugars and Canners, Limited, Montreal

Please ship FREIGHT PREPAID:

1 pail Maple Cream Hearts, 18 lbs.	**$2.40**
1 case Pure Twin Block Maple Sugar	**$3.60**
(Every block stamped with our guarantee of Purity)	
1 pail Minto Mix Candy, 32 lbs.	**$2.56**
Crystallised Maple Gems, 17-lb. pail	**$2.50**
8½ gross Boxes Gross Goods, assorted, including Easter Eggs	**$4.00**
	$15.06

Name .....

Address .....

There is an average profit of 60% in this order for you.

A Trial order

such as given here will show you what DIAMOND BRAND goodness means.
The kiddies all run to the store which caters to them in the way of wholesome and tasty sweets.

Be that man.





Sugars & Canners Limited

MONTRAL

Good Advertising Helped
Good Methods "
Good Salesmen "
YOU " (a very great deal)
Good Tea " most of all, as no matter how good the methods of merchandising are, the article must have the quality to **hold** the business.

The present high standing of RED ROSE TEA in the tea trade of Canada, and the enormous increase year by year, has been due to the confidence and friendliness this quality has inspired in the trade, and proves conclusively that RED ROSE TEA not only **holds** its customers, but constantly makes new ones.

Red Rose Tea

"is good tea"

T. H. ESTABROOKS CO., LIMITED
7 Front St. East, Toronto

Appointments:—

Lance & Culp, 508A Dundas St., Toronto;
Campbell Brokerage Co., Vancouver,

have been appointed selling agents for

Gilmour's Hand Cleaner

that quality line in the yellow tin, the big ten-cent seller.

Order a Supply Now.

The house-cleaning season will soon start. A little works wonders on the bath, sink, pots, etc., as well as on the hands.



THE GILMOUR COMPANY
670 Papineau Avenue, Montreal

Ask Your Wholesaler for this package



WINDSOR SALT



You want to sell what your customers want to buy.

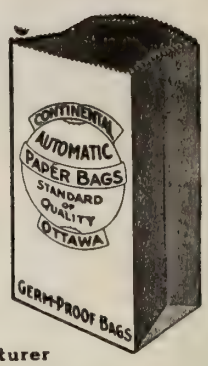
You *know* that practically every one of your good customers wants Windsor Salt—which is a good reason for your handling it, isn't it?

Any of these firms will supply you

Continental Germ-Proof Grocery Bags

Reinforced Automatic Opening, Square bottoms.

Guaranteed by the manufacturer



DISTRIBUTORS:

ONTARIO—The Continental Bag & Paper Co., Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White, Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright, Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.



Encourage the housewife to do her own laundry work.

By doing so, you widen your market for the better grades of soaps, bluing, borax, washing powders and Chinese Starch.

Sell her

CHINESE STARCH

and make her ironing easier and more satisfactory in every way.

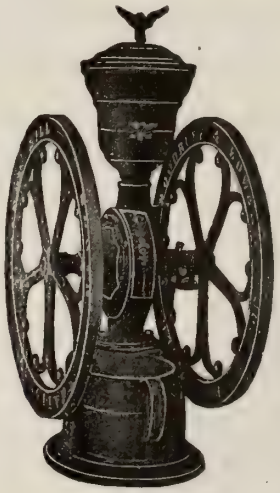
Chinese Starch is prepared ready for use, requiring only the addition of water.

Chinese Starch is the only starch containing two oils,—one imparts a delicate perfume; the other keeps the iron from sticking.

We prepay freight on orders for two cases or more.

OCEAN MILLS, MONTREAL

Out of nearly half a hundred sizes and styles of Elgin Coffee Mills



No. 40

No. 40 is one of the most popular

It meets the requirements of the average grocer in a way that is most satisfactory. The Elgin National Mill works like a charm—easy to operate, cuts keen and quickly. The first expense of installation is the only expense—no cost for electric current which is unnecessary in the general grocery business. It will pay you to write for our catalogue and prices.

See last issue of "Grocer" for Jobbers.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

THE HISTORY OF **"SALADA"** IS UNPARALLELED.

A Successive Series of

INCREASE UPON INCREASE.

In our Nineteenth year the Sales of "SALADA" increased 1,090,589 lbs. over the previous year.
In our Twentieth year the Sales of "SALADA" increased 1,223,437 lbs. over the previous year.
In our Twenty-first year the Sales of "SALADA" increased 976,018 lbs. over the previous year.
AND IN THE FIRST TWO MONTHS OF 1914, OUR TWENTY-SECOND YEAR OF BUSINESS, THE SALES OF "SALADA" SHOWED AN *INCREASE OF 179,597 POUNDS OVER THE CORRESPONDING MONTHS OF LAST YEAR.*

AN AVERAGE WEEKLY INCREASE DURING JANUARY AND FEBRUARY OF 19,955 POUNDS.

If you don't recognise it THE PUBLIC DOES—AND YOU CANNOT AFFORD TO IGNORE THE FACT!

QUALITY TELLS

"SALADA" TORONTO and MONTREAL
and Principal U.S. Cities





DRY DUSTING MOP

Circular Style. You can retail this style mop at 75c.

YOUR PROFIT IS 50%

On the Tarbox "no oil" Mop. It is chemically treated. It collects dust and holds it.

The Tarbox is a better mop at a lower price—a popular price which is 25 per cent. less than imported mops. It is easier to sell and yields you a larger profit.

Sell the

TARBOX
DRY NO OIL DUSTLESS
Mops and Dusters

They satisfy every user. Every user will help you to sell more. That's a fact.

Stock the Tarbox Mops TO-DAY. Get the larger profit and sell for the lowest price.

Write NOW for our proposition.

TARBOX BROS.
274 Dundas Street : TORONTO
Supplies through Jobbers

EUREKA

Why take any chance?

Why take any chance with an ice-box said to be just as good when you can buy the **Eureka Refrigerator** which is backed by a guarantee of 28 years of experience? There is nothing made that is as good, and experiments are always costly. Goods kept sweet and wholesome in a **Eureka Refrigerator** are a continual satisfaction to merchants as well as customers. The **Eureka** will soon pay for itself. Write for catalogue or call at the new showrooms, 31 Brock Ave.



Eureka Refrigerator Co.
LIMITED
31 Brock Ave., - - Toronto



The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL **30 Church Street, TORONTO**

AGENTS FOR THE DOMINION OF CANADA



Stock It Pays To Handle

Crown Brand Corn Syrup never becomes dead stock—it can't—because the demand for it is steady and persistent. Most housekeepers positively refuse to accept a substitute for

Crown Brand Corn Syrup

They know it is the best and purest corn syrup made, wonderfully nourishing for children, and a great help in the kitchen. You will find Crown Brand easy to sell—easy to get when you want it.

Your Order Shipped Promptly.

The Canada Starch Co., Ltd.

Manufacturers of Edwardsburg Brands
Works: Cardinal and Brantford

CANADIAN GROCER

VOL. XXVIII MARCH 6, 1914 No. 10

Opening Up the Big House Cleaning Campaign

With Approach of Spring the Housewife Looks Forward to Annual Upheaval of the Home Furniture—There Are Many Assistants to Help Her That Must Pass Through Hands of the Grocer—

THE dirt "Bogie-man" will soon be abroad in the land with his mysteries satchel. At any rate the housewife is convinced of his prospective arrival and it requires a good deal of her energy, time and ingenuity to get him and his microbes out of the house. Fortunately she doesn't have to depend much upon her own resources these days. Formerly the "elbow grease" had to be diligently applied. But with the many lines on the market today that help in this great annual dirt upheaval, she plays a parlor game in comparison to the strenuous times of the past. The retail grocer and general merchant, being the logical medium through which these auxiliaries pass from manufacturer and wholesaler to consumer, stand to reap great benefit from the annual spring house-cleaning campaign.

A Lesson From Nature.

With the return of March, Nature herself begins her annual spring cleaning. She is about to open up her doors which have been closed during the winter season and the earth must be got ready for that event. The keen winds send the accumulated dust of the winter before them and the melting snow carries off the refuse from the roads. It is a time of cleansing and renovating.

The busy housewife is now beginning to talk of that season dreaded by man but beloved by "the contrary sex," and of course a necessary concomitant of civilized life—House-cleaning. And at places where women congregate will be heard the oft-repeated question, "Have you started house-cleaning yet?"

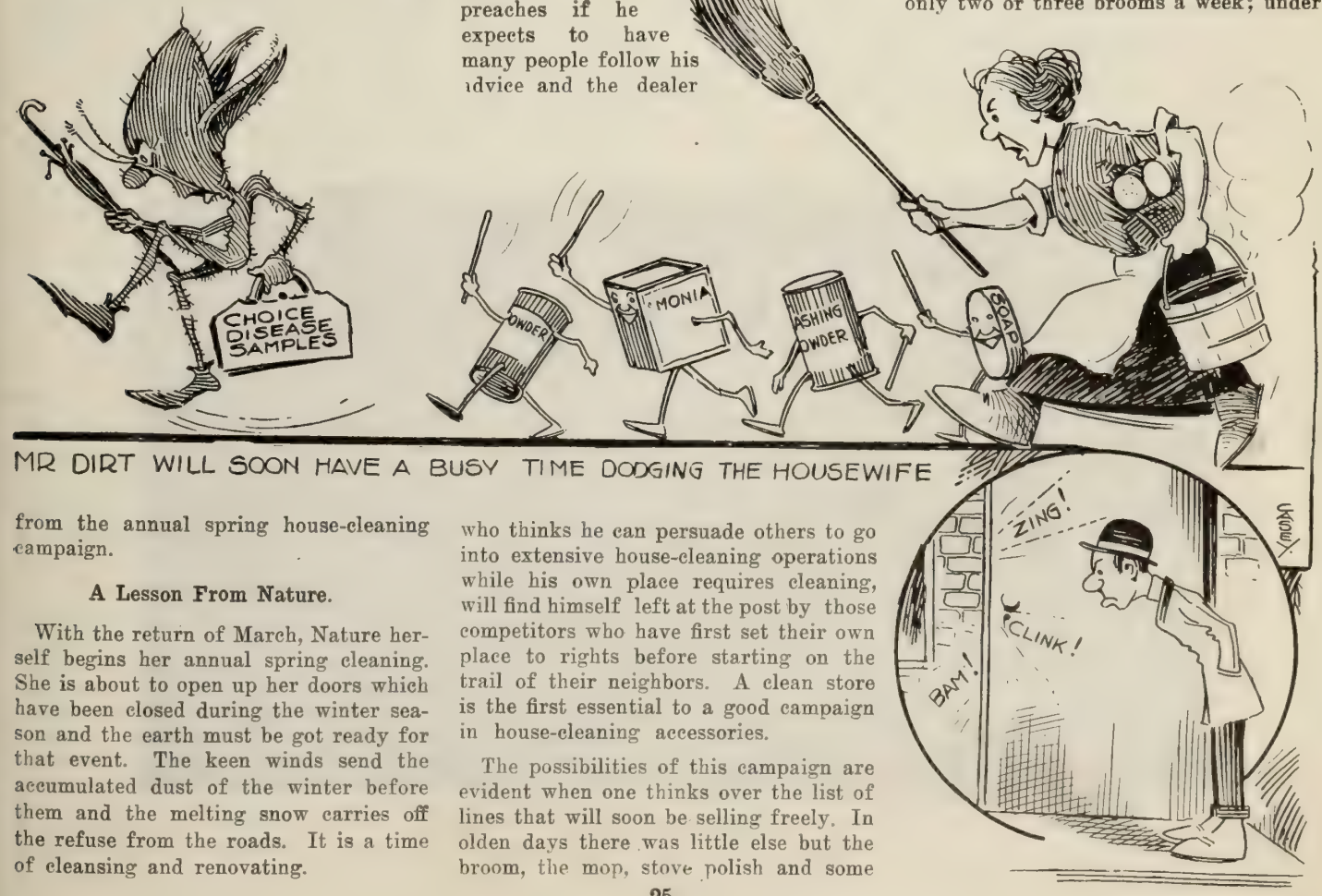
Now is the time for the dealer to see that his stocks of house-cleaning goods are sufficient and varied. Once he decides on conducting a strong selling campaign, he can undoubtedly figure on moving out large quantities of the chief lines. The present is the time to act.

But in business as in all else a man must practise what he preaches if he expects to have many people follow his advice and the dealer who thinks he can persuade others to go into extensive house-cleaning operations while his own place requires cleaning, will find himself left at the post by those competitors who have first set their own place to rights before starting on the trail of their neighbors. A clean store is the first essential to a good campaign in house-cleaning accessories.

The possibilities of this campaign are evident when one thinks over the list of lines that will soon be selling freely. In olden days there was little else but the broom, the mop, stove polish and some soap. While these are indispensable yet, many more have been added. There are for instance:—The sweeping powder, ammonia powder and liquid ammonia, cleaning powders, dustless and sanitary mops, window cleaning soaps and powders, metal, floor and silver polishes, lye and chloride of lime, wall paper cleansers, etc., etc. What an opportunity for the aggressive dealer!

Using Broom Racks.

Many dealers have circular and straight broom racks in which to show brooms. One dealer told the Canadian Grocer how last year he had increased his sales of brooms very largely by moving his rack to the front of the store. He had been keeping it back near the warehouse door and found that he was selling only two or three brooms a week; under



MR DIRT WILL SOON HAVE A BUSY TIME DODGING THE HOUSEWIFE

the new arrangement he sold an entire rackful in the same length of time.

Study Value of Sweeping Powders.

With brooms of course sweeping powders should be sold. In selling these, the grocer must not forget to see that his patrons are well informed as to the advantages of using them. If it is explained to a woman that a sweeping powder will absorb the dust, kill germs on the floor, brighten the carpet and spread a pleasant odor throughout the rooms, she will be much more likely to buy than if she is asked to try a box without knowing thoroughly what results to expect.

The same holds good with ammonia powder and liquid ammonia and lye. One dealer is known who got very good results by getting out a little circular telling the various users of ammonia powder, liquid ammonia, lye, chloride of lime, etc., and having it placed in with each customer's order. To this he attributed a marked increase in sales which followed.

J. T. Wallace of Brantford, Ont., at time of writing is showing on the end of the counter nearest the door a window cleaning powder, floor polish, metal polishes, etc., and in an attractive basket at the end of the counter he displays a quantity of scrubbing brushes. Mr. Wallace claims that this display alone gets him considerable business.

People Couldn't Resist Buying.

Another dealer one time bought a stock of metal polish. It was a new line and not much asked for. For a long time it lay on a shelf till it became almost dead stock. Then, through The Canadian Grocer, he heard of a method that another grocer had tried out. This man had put two old pots in a window, one cleaned by a metal polish, and one dirty. On the dirty one he put a ticket saying: "Before using Blank polish," on the cleaned one he put another ticket saying "After using Blank polish." In about two weeks he had sold out his entire stock of five cases. "Women passing simply couldn't resist that display," he said.

The dealer who intends to take advantage of this time-honored and necessary custom must get to work early. By drawing attention to the approach of the spring cleaning and bringing to the customer's notice the fact that he is prepared to supply all requirements, he will get in on the ground floor of the housewife's estimation.

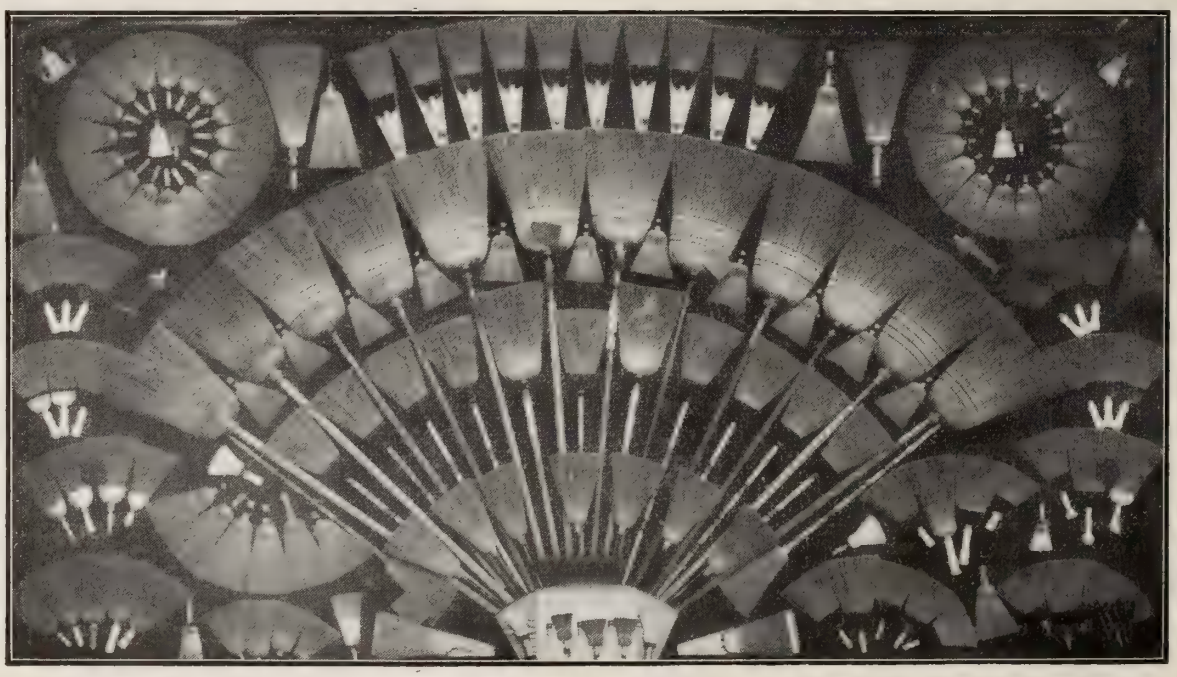
Silver polish and floor polish could be advertised the same way. One grocer is known who put a large maple board on the window, one end of which was streaked with grease and dirt, the other had been polished a pretty brown. This was displayed to show what the certain kind of floor polish which the retailer handled would do. Scrubbing brushes and dustless mops can be pushed in a like manner and also soap and many other lines.



How an Arnprior, Ont., grocer got after the housecleaning trade last spring.

MONTREAL CLERKS ORGANIZE.

The retail clerks from the hardware, dry goods and grocery trades in Montreal have decided to organize a protective association affiliated with the Retail Clerks' International Protective Association.



An exceedingly attractive display of brooms and whisks which would undoubtedly get the attention of the passers-by. Try this trim during the house-cleaning campaign.

R.M.A. Convention Strong on Fair Legislation

Over Thirty Resolutions Considered, Majority Dealing With Laws on the Statute Books, on Proposed Legislation or Legislation Wanted—Pedlar, Dead-Beat and Early Closing Among Questions Considered—B. W. Ziemann the New President.

Staff Correspondence.

TORONTO, March 5.—In last week's issue the initial proceedings, up to time of going to press, of the 15th annual convention of the Retail Merchants' Association, Ontario Board, were presented. While the attendance was not as large as it should have been, yet delegates were enthusiastic in their deliberations and put considerable ginger into the various discussions.

The Resolutions Considered.

The consideration of the many resolutions presented occupied the bulk of the two days convention. Among the questions up in addition to those discussed in last week's issue were the paying of cartage at both ends; co-operative stores; appointment of a fire marshal; collecting agencies; public markets; false advertising; guessing and voting contests; early closing; the adulteration of goods and many others.

The chair was occupied by President E. C. Matthews, of Toronto, who is succeeded by B. W. Ziemann, of Preston, who has been connected with the association a good many years.

Want Parcel Post as It Is.

Resolution No. 3: — "That it is the opinion of this meeting that no change should be made in the present parcel post system, as recently adopted by the Government, until it has been fully worked out and tested, and that we should insist, as far as possible, that it be self-sustaining."

Mr. Ryan asked what the resolution meant. Mr. Ziemann replied that one metropolitan paper is already clamoring for a zone of 150 miles, and that was why the resolution was brought in. The resolution carried.

Resolution No. 4:—"That whereas a special committee from our association prepared a memorandum setting forth the reasons why the present business tax rate—which is fixed by statute, should be reduced to 10 per cent. throughout the Province, and presented the same to the Ontario Government, and so far no action has been taken thereon. We therefore request that the subject be again taken up with the Government and pressed forward to some definite conclusion."

Without discussion, T. B. Cramp moved the adoption of this report. It was seconded and carried.



B. W. ZIEMANN, Preston, Ont.,
Elected president of the Ontario Branch R.M.A., at annual convention.

Bulk Sales Substitute.

Last year at the annual convention there was a lengthy discussion on the proposed Bulk Sales Bill. This year many views were ventilated on a proposed substitute. The resolution submitted was as follows:—

"That it is the opinion of this meeting that the wholesale trade and the manufacturers would secure better results than they would through their proposed Bulk Sales Act, if all retail merchants who propose selling out their businesses would be compelled by laws to give all their creditors fifteen days' notice of their purpose, and that in addition to this they ask those creditors with whom they are not acquainted, to sign a document, setting forth in a simple manner, that they would not sell out their businesses, without the consent of their creditors; and further, that we consider that the time has arrived when the retail trade could not only assist themselves, but also the wholesalers and manufacturers, by reporting to the secretary, at the head office all cases of severe price-cutting in the various cities and towns, and all cases wherein the merchants know there may be a likelihood of any retailer offering his goods in such a manner as to demoralize the trade and eventually deceive his creditors."

Eric Jamieson, of Hamilton, thought that to give 15 days' notice would frequently stop the sale. He considered this part of the resolution was an evidence of working for the wholesaler.

B. W. Ziemann, of Preston, reviewed the conferences held with the wholesalers and manufacturers, connected with the Credit Men's Association, pointing out the objections the retailers took to the Bulk Sales Act. This act he said would affect every merchant, good, bad or indifferent. The suggestion as contained in the resolution would enable the wholesalers to have protection against men coming into the trade of whose honesty they were dubious.

F. C. Higgins, of Toronto, did not see where the wholesaler would be protected by the resolution. "Suppose," he said, " a man does not give 15 days' notice; he sells his business and disappears. How will the wholesaler get justice? Is not that just the very thing the Credit Men's Association want to cover?"

Secretary Trowern maintained that under the act which would cover this resolution the business could be sold at once. The agreement could be signed but the purchaser could not legally take possession of the goods until 15 days had elapsed. He did not see how this would prevent a closing of a sale. He also said the bill would be applicable to the wholesaler, to boarding houses and even to farmers. Some one asked if the farmers had made any request to be included in the bill. Two or three of the

ONTARIO R. M. A. OFFICERS.

President—B. W. Ziemann, Preston, Ont.

1st Vice-President — A. M. Patterson, Brockville, Ont.

2nd Vice-President—R. D. Cameron, Lucknow, Ont.

Treasurer—F. C. Higgins (grocer) Toronto, Ont.

Secretary—E. M. Trowern, Toronto, Ont.

Representatives on Dominion Board—A. Weseloh, Berlin; R. D. Cameron, Lucknow; A. M. Patterson, Brockville; F. C. Higgins, Toronto, and Secretary Trowern.

members maintained it would simply be putting a halter around the necks of the merchants if they passed the resolution.

R. D. Cameron, of Lucknow, was willing that the wholesalers get an act to protect themselves, but did not think the retailers should propose it. "It was time enough," he said, "to discuss the bill when it was prepared by them."

Eventually it was moved that the first part of the resolution be referred back to the Committee on Legislation, and that a resolution be framed by it and submitted to each member; and that the second and third parts of the resolution be discussed with the wholesalers.

Compulsory Afternoon Closing.

Eric Jamieson, of Hamilton, introduced the following resolution re compulsory afternoon closing:—"That this convention consider the advisability of amending the early closing by-law, so as to enable the merchants in any municipality to close their places of business on any one afternoon of the week they may desire."

N. C. Cameron pointed out that as at present constituted the statutes allow municipalities to pass a by-law compelling stores to close after seven o'clock, excepting Saturday nights and nights prior to holidays, providing 75 per cent. of the merchants in any line petitioned for same, but it did not permit compulsory afternoon closing. The resolution carried.

Express and Freight Claims.

Another resolution read:—"That we believe that our members should receive greater benefit if, instead of making application direct to the express and frieght companies, in tracing parcels, or securing payments for claims they would submit all complaints to the head office, so that they could be taken up by the association, instead of individually."

In discussing this many of the members considered it in their interests to deal promptly with all freight and express claims themselves. T. B. Cramp, of Orillia, considered that in his experience he had freight claims from 25c.



E. M. TROWERN,
Secretary of the R.M.A. for over 15 years.

to $25, and he has invariably had them settled with the express companies in one month and with the railway companies in two months. "If we send in our claims promptly and properly," he said, "we come out better with our local agents." A Midland merchant said the reason claims were settled so promptly in Orillia was because there was competition in railway transportation.

Several dealers cited individual cases illustrating the lengthy dealings sometimes experienced. The resolution eventually carried with the addition of the word "exceptional" being inserted between the words "all" and "companies."

Another resolution dealt with co-operative society legislation, and the association will make every effort to see that any bill introduced is vigorously opposed.

The following resolution was next considered:—"That as a great many requests have been made by members of our association, to make provision for an efficient inspection of the proper weight of articles sold over retail counters, that this convention consider the advisability of requesting the Dominion Board to take such steps as will provide for the same."—Carried.

Watch Collecting Associations.

"When you sign a card like this," said Secretary Trowern, holding up a printed card in his hand, "you make yourself liable for all the debts of the concern." He was referring to a certain collecting agency. The following resolution was carried in this regard:—

"That it is the opinion of this convention that a very large sum of money can be saved by our members, if they would write and secure information from the head office before they subscribe to,

(Continued on page 36.)

CARTAGE AT BOTH ENDS.

"That it is the opinion of the meeting, that the system of charging for freight cartage at both ends, is unfair to the retail trade, and that we recommend that this matter be referred to the Dominion Board, and that they be requested to take such steps as will remedy the evil."

This resolution caused considerable discussion, and the matter of charging of freight was certainly demonstrated to be a live problem. From the comments made it was shown that all retailers are not treated alike by shippers. Some have to pay cartage at both ends, whereas others only have to pay it from their own station. Secretary Trowern suggested that the matter be taken up individually with members by letter to find out whether they pay cartage at one end or both ends and their views on the entire matter.

Eric Jamieson, a Hamilton grocer, thought that the wholesaler should put the freight charge on the invoice. "Many men," he said, "are not merchants. They figure their selling price from their first cost. If the wholesaler were to charge the freight on the invoice as well as a fair amount to cover cartage, it would be better for merchants." It was pointed out by one member that the cartage charges had only to be paid at both ends on goods sent out from three places in Eastern Canada. In none of the other wholesale centres did the shipper ask the merchant to pay this at both ends.

W. J. Maher, of Cobourg, said that the cartage was in the bill, even in cases where delivery was made free of charge. Other merchants, however, claimed that this was not the case.

T. B. Cramp, an Orillia grocer, suggested that the wholesale houses invoice the goods to the carter in each town and have him deliver to the individual merchants. This he maintained would save much expense. It was the way the majority of biscuit firms were doing. "Let us buy our goods F.O.B. at our own station," he said, "freight and cartage paid. This cost would then be in the invoice."

Eventually the resolution as brought in was referred to the Executive, who were asked to cover the points discussed and determine the opinions of the trade before referring the matter to the Dominion Board.

Creating New Business During Lenten Season

How One Dealer Goes After Trade and Livens Up Sales' Staff—In Addition to Frozen Fish, Etc., He Pushes Canned Fish, Baked Beans, Buckwheat Flour and Syrups, Macaroni, Cereals and Rice.

LENT does not mean that folks who observe it give up eating. Truly, it is a time of self-denial—a time when many people abstain from certain staples and luxuries—but we all must live, and, therefore, the grocery store gets its regular share of business.

"The Lenten season to me," remarked a grocer recently, "is one of the bright spots in the trade of the early part of the year. So many people abstain from eating meat, and I have so many substitutes to offer them, that I really scarcely know how I should boost my turnover during the first six months if it were not for it."

The grocery store of to-day is not simply a place where sugar, tea, soda biscuits and salt herring are sold. It is the mecca for all kinds of choice staple groceries and delicacies, and so the dealer, who knows his stock and takes advantage of the seasons and special occasions, does not worry over a decrease in trade in any one line due to the Lenten or Advent seasons.

Fish is universally associated with Lent. Many a dealer has been induced to add a fish department to his store simply because of this season. Finding this line an easy seller and a profitable one, what was originally intended to be only a temporary department was made permanent. Fish, therefore, is one line that demands every attention during the next five or six weeks.

The dealer above referred to pushes sales of more lines than fish during Lent.

Baked Beans a Good Seller.

"Last year," he said, "I sold several extra cases of baked beans by pointing out their food qualities in every way I could. During the first week I showed a window display of these goods with a display card reading: 'Splendid substitute for meat during Lent.' On the corner of the counter there, near the door, was another small pyramid of the baked beans, with a card reading: 'A wholesome food.'

"Those two displays in themselves moved out large quantities of the beans, but whenever any customer began looking around for something for luncheon or for the evening meal, we suggested baked beans. It was a simple matter to sell them—the mere fact that they stand high in food value is about all that it is required to mention.

Move Out Salmon, Sardines, Etc.

"Yes," this merchant replied to another question, "we certainly do sell large quantities of canned fish during Lent. Canned salmon, kippered herring, sardines, lobsters, etc., are all good sellers, but we find we must place these goods where the customer can see them or call her attention to them before they will sell.

"I recollect one canned salmon display we had which brought good business even in the face of the high prices last year. This was built well up to the top of the window by the use of the actual cases placed on their sides, so that the wooden boxes didn't show from the front. The ends of the tins faced outward, and with several tins in pyramid form on the bottom it made a striking, if not an elaborate trim.

"Very often we would see people who were walking past suddenly stop to look at the trim, and in a great many cases sales were made."

Pancake Flour and Syrup.

This man also made a feature of pancake flour for pancakes, and corn, cane and maple syrups. A corner of the counter was set apart for these goods, with a show card reading: "Pancakes and Syrup, a Delicious Treat." This got considerable business.

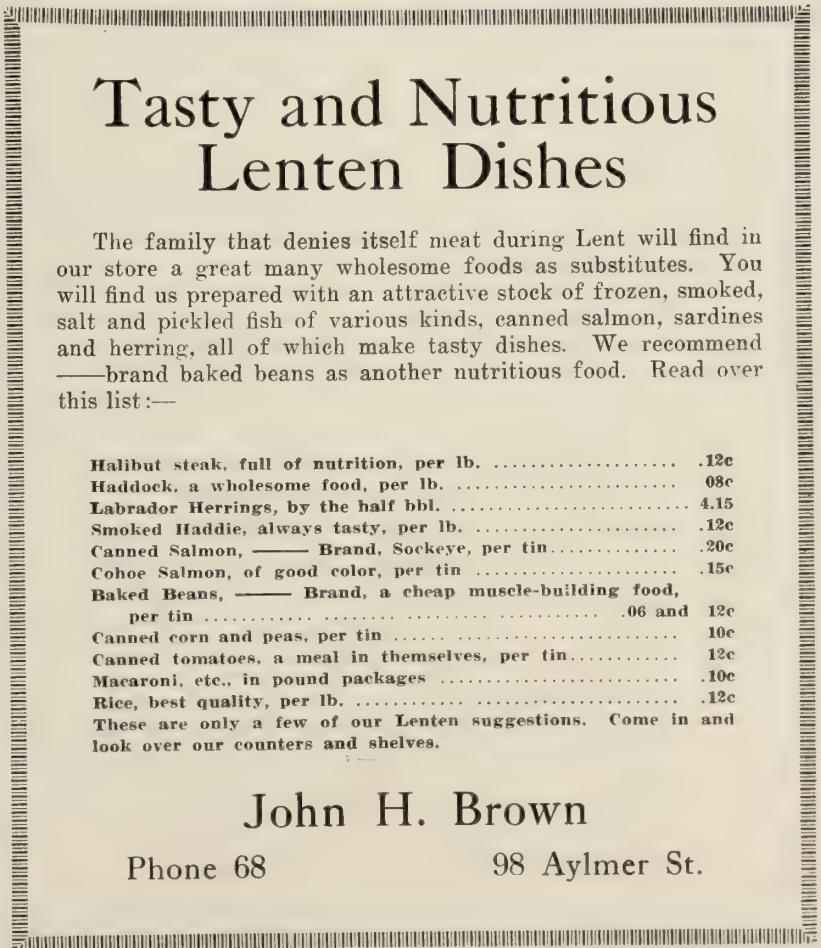
Macaroni was still another line pushed strongly on account of its cheapness and nutritious qulaities. Macaroni, spaghetti, vermicelli, noodles, etc., are rich in protein—the great tissue-building food. Authorities claim they contain more real nutrition than beefsteak, so will be found a natural line to push until at least the end of Lent.

Place Cereals to the Fore.

Cereal foods will also be found ready sellers. Those who abstain from meat will have to give up their bacon in the morning and consumption of cereal foods should naturally increase.

Rice is another sustaining food that will find favor during the Lenten season. It should be well displayed and talked up the remainder of the winter and spring.

The above mentioned, as well as many other foods, will, if pushed strongly, help greatly to brighten up trade during March and first part of April.



Grocers are urged to try out this newspaper ad. suggestion in going after Lenten trade.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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PUBLISHED EVERY FRIDAY.

TORONTO, MARCH 6, 1914

COMPULSORY EARLY CLOSING.

MERCHANTS IN VARIOUS centres who are after compulsory early closing should go fully into the law on the statute books at present to see exactly where they stand. This may save them considerable waste energy, time and trouble.

An authority stated to Canadian Grocer the other day that there was no law on the Ontario Statutes that could compel a man to close his store at 7 o'clock every week night. The law, he says, reads that a municipality has the right to close stores after seven o'clock each night, excepting Saturday and nights before holidays, providing a petition has been presented to the council signed by seventy-five per cent. of the merchants in this particular line for which early closing is sought. Therefore, he claimed, the by-law as passed sometime ago by the London, Ont., city council, and later rescinded, was illegal and could not have been enforced.

There is no law either, this merchant says, to compel stores to close on an afternoon, even should the council be petitioned by three-quarters of the merchants. At the annual meeting, however, of the Retail Merchants' Association of Ontario last week, a Hamilton grocer got a resolution passed in this regard, and the executive will now apply for legislation to permit municipalities to close stores on an afternoon in any line of trade or in all lines, providing a petition has been signed by 75% of the merchants.

Where compulsory early closing and afternoon closing, therefore, are being considered, it would be well to look carefully into the matter to determine just how far a municipal council may or may not go.

CANNED SALMON DAY.

WE HAVE HAD CANNED goods day, raisin day and oyster week. Now we are to have a salmon day. This will be held on Friday, March 13. No doubt the day and date was suggested without consideration of the dire results alleged to be associated with Friday and the thirteenth, but those of us who are not superstitious will no doubt overlook everything else but the pushing of sales of canned salmon on that day.

The Salmon Canners' Association, representing a large organization of salmon canners on the Pacific coast, has just announced the launching of the campaign designed to disseminate information concerning canned salmon as a food product, and this campaign will culminate on March 13. Special significance is attached to the campaign this year as the salmon canning industry will be celebrating its arrival at the half century mark.

The leading railroads, it is said, have agreed to feature canned salmon on all their diners, March 13, and stories in the daily press in connection with the association's publicity campaign will also serve to heighten the interest in the movement.

The prices on salmon at the present time are low and the fact that the Lenten season is on, should enable the retailer to co-operate to his own profit in making Salmon Day a decided success.

Many individual retailers will, no doubt, feature canned salmon the week of the 13th, regardless of whether the daily press in their respective districts take up the question or not. By displays and some newspaper advertising interest among one's customers can be easily created to a profitable extent by featuring Salmon Day.

A FAIR WARNING.

IF THE REGULATIONS of the Workmen's Compensation Act, as at present drawn up, go into effect, the retail merchants of Ontario will be placed in a position that is scarcely fair to their interests. The commissioner has promised that they will not be included in the original bill as it is presented to the Legislature, but a rider has been added that may nullify this provision at any time. Under this the retail merchants may be included in the operation of the Act if the commissioner so decides. The only warning is to consist of a thirty days' notice in the official Gazette. This the Retail Merchants' Association takes to mean that no opportunity will be afforded the retail men to present any case against inclusion; they will be condemned, unheard, with a thirty days' stay of sentence. This is manifestly an unfair method. The merits of the case for the retailers have not been laid at length before the commission, as from the outset there was no serious intention evident of including them. Before the commission reaches a decision it surely should allow the association, or individuals, to argue against inclusion in the Act; then if the decision goes against them, they should be permitted to deal with the terms that would govern them in that event. The R. M. A. proposes the precaution that the Government, not the Commission, be the arbiters.

PRICE MAINTENANCE BILL.

PRICE MAINTENANCE is a live problem that has been before the trade—and particularly the United States trade—during the past few years. The Supreme Court of that country has been rather averse to the idea of a manufacturer fixing the retail price of his product and much litigation has cropped up to decide its legality.

At the present time, however, a bill is before the House at Washington to allow the manufacturer of a proprietary article legal power to fix and maintain the retail selling price of his product.

The main purpose of the measure is to encourage price standardization on branded merchandise of uniform quality by enabling producers of such goods to name and legally uphold the retail price on their wares. Under the terms of the bill, producers who wish to avail themselves of the privilege of naming and enforcing the retail price on their merchandise are required to file with the Bureau of Corporations a statement of their brands or trademarks and also the uniform prices to be charged at wholesale and in sales to the public.

The effect of the measure would be to create in the field of branded merchandise an absolute uniformity of price at all times and in all parts of the country, in the case of those manufacturers who could show their good faith. Monopolies are specifically excepted from those entitled to the privileges named in the measure, none but bona fide producers being permitted to name their retail prices.

EDITORIAL NOTES.

GOOD DAY! HAVE you found your roof yet?

* * *

NOW THAT MARCH has got the blizzard out of its system, we may look forward to Spring with some degree of pleasure.

* * *

SALESMANSHIP, WE WOULD observe, is the power to persuade people to purchase product at a profit—to both buyer and seller.

* * *

A NEW MAPLE syrup season is almost with us. Sunshiny days and frosty nights, with an occasional snowfall puts life into the sap.

* * *

THERE WILL BE LITTLE chance of a can of salmon flying up and hitting anyone if he should attempt to sell it on Friday, March 13.

* * *

THE FACT THAT APPETITES are just as keen during Lent as in any other season, gives the thoughtful grocer a chance to sell meat substitutes.

* * *

SPRING IS ACTUALLY due fourteen days hence, March 20. Get an ear to the ground to listen for the 'swish, swish,' of the carpet-beater in the backyard and the echo of 'swash, swash,' of the scrubbing brush on the inside.

* * *

THE WOMEN OF THE Housewives' League seem to think they have a divine right to accuse retailers of high prices. But judging from expressions of opinion at the R.M.A. convention, the worm is turning.

Who Owns the Press of Canada?

THE following editorial from Printer and Publisher bears on a question of vital importance to the retail merchant. The daily newspaper is the medium by which the merchant reaches the public, and its position and its ownership are matters that affect him directly.

The editorial in question reads:

The question of newspaper ownership in Canada is a very live one at the present time. The public appear to be keyed up to a pitch where they are ready to believe almost anything and apply it to the press of Canada in general. Especially is this true in the big cities, where powerful industrial and financial corporations are constantly at work to secure their own ends. Quite a number of the metropolitan city dailies decline to say who are their owners or make transference of stock to other parties and enter certain amounts "in trust" in their list of shareholders. An illustration of the latter kind was brought to light recently by Toronto *Telegram*, which sought to have the public attribute certain ulterior motives to its two evening contemporaries, in connection with the stand they took on the municipal situation.

In the case of the *Star* it was noted that stock to the value of $65,300 was held in trust by E. T. Malone and J. E. Atkinson. The stock personally owned by these two gentlemen brings the total of the four amounts up to $114,900, or considerably over half of the total capitalization. It is understood that the two trust amounts represent stock owned by the T. Eaton Company and the estate of the late Senator Cox. It is said the block of $17,700 in the name of Wm. Mulock, Jr., was secured by Chief Justice Sir William Mulock at the time he held the office of Postmaster-General.

Turning to the list of *News* shareholders we find its capitalization much higher than that of the *Star*. One very large amount and two smaller ones, aggregating $135,200, are held in trust. It is charged that these amounts are owned by manufacturing and financial interests who do not wish to disclose their identity. The largest individual shareholder is J. W. Flavelle, who owns $92,900 worth of stock. As is generally known, Mr. Flavelle is head of the William Davies meat packing company, which also operates a chain of retail meat stores. He is also a director of the Robert Simpson Co. department store.

It must be admitted that the secrecy surrounding the ownerships and part ownerships of the newspapers mentioned herein and also a number of others, is a matter for sincere regret on the part of the press of Canada as a whole. It should be said, however, that because certain shareholders see fit to take advantage of their privilege and place their stock in a trust account, it does not necessarily follow that they or the newspaper are guilty of any wrong-doing. The fact is, public opinion has been aroused and where the slightest suspicion of unworthy motives exists the public is inclined to arrive at hasty conclusions. But the public can scarcely be blamed for exaggerating—that is the best way they know of for showing their extreme disapproval.

It is of vital importance that the question which forms the title to this article be answered if the good reputation of the press of Canada is to be sustained. The enactment and strict enforcement of postal legislation, similar to that which is in force in the United States, which compel the publication of complete details of ownership, should provide an efficient remedy.

Science of Building a Retail Business

Address of A. F. Sheldon, Chicago, at Ontario R.M.A. Banquet.

SOMETHING after the manner of Elbert Hubbard, was the address of A. F. Sheldon, head of the Sheldon School, Chicago, at the annual banquet of the Retail Merchants' Association of Ontario; original, witty, incisive, epigrammatic, pungent, comprehensive, and thoroughly helpful, altogether a rare address to retail men.

"Prejudice," remarked Mr. Sheldon, at the outset, "is a great hindrance to progress. The way to build a retail business is to bring the conduct of that business into harmony with the laws of nature. The truly great reflect consciously or unconsciously certain basic natural laws.

"The way to build a retail business is the same as the way to build any kind of business—by making it reflect natural law. Sir William Blackstone defines common law as a rule of action or conduct prescribed by the highest authority of the state. You and I must bring our lives into harmony with those laws of the state. If we violate any we pay the penalty of a fine, the penalty depending upon the seriousness of the offence. If we violate a law of the state by taking life we must pay the penalty of death. Natural law, as Blackstone would say, is the rule of action or conduct prescribed by the highest authority in the universe —the Creator, the Infinite, the Great First Cause. In nature we see the manifestations of intelligence. Cause cannot give rise to that which is not in itself. You and I must consciously or unconsciously work in harmony, to build our business. If we violate any law tending to the building of that business, we lose by way of substraction from possibilities of greater business. If the offence is serious we are deprived of our job—we die a financial death.

"I submit that one who has started a business and gradually built it to greater proportions had his life in harmony consciously or unconsciously with basic natural laws.

Stumbling in the Darkness.

"Failure is stumbling in the darkness of nature's law.

"Business building is the art of securing permanent and profitable patrons. If the retailer secures a sufficient number of permanent and profitable patrons he builds up his business.

"Let me define the concept patron. Everybody has a patron. At one time I had a couple of men digging a drain in my farm. A friend called to see me, and we were discussing the question of salesmanship. I said to him 'Every man has something to sell.' To this he did not agree. 'What, for instance,' he asked, 'have those men to sell who are digging the ditch for you?' I replied that they were selling their services to me. One of them did not have the goods I wanted, so that he did not continue to give me a service. He did not give me his right 'Q plus Q' — quantity plus quality. He violated the law of thoroughness, and paid the penalty in the loss of his position.

"When every employee awakens to the fact that the sale of service is the same law as that which influences the price of sugar—quantity plus quality of the goods delivered; when he realizes that, he will not be losing his eyesight looking for more pay, or fostering spite against an unappreciative boss.

Storekeeper vs. Merchant.

"Let us now consider the concept 'profitable.'

"There is a big difference between a storekeeper and a merchant. Keep your eye on the profits. The man who cuts the throat of a transaction and spills the life blood of the profits is not a salesman. He is a storekeeper—an order taker. Men who figure they have made 25c. when they buy a picture for a quarter of a dollar and sell it for 50c., are not conducting a profitable business. They forget that the 25c. margin may be entirely eaten up in overhead charges. There are men who do not charge either rent or interest on their investment as part of their expense of running a business.

"It is lamentable that 95 per cent. of the men who set sail on the sea of retail merchandising are destined to go down on the rock of failure. I do not mean by this that they all become financial wrecks but that they either fail in business or drift along with no particular port in sight. Many merchants are making less to-day than the travelers who call on them and load them up with goods. They do not obey the basic law of system.

"I know a man in the United States who operates a chain of stores. He is an expert on mathematics, and has been able to install systems in every department of every store so that he knows exactly each week what he has made or lost in each department of each of the stores.

"That man is consciously in harmony with nature's law of system and order.

"Now we come to the concept 'permanent.'

"A house is known by the customers it keeps—not by those it gets. There may be no profit on the first order of Mrs. Jones because the advertising necessary to get her into the store may have absorbed the entire profit.

"Let the Seller Beware."

"In olden times the rule of business was 'let the buyer beware.' With everything else it was different, but when it came to the sordid thing of business the buyer had to beware. The modern version of this is 'let the seller beware.' If you want the permanent patron don't do him up.

"The science of business is the science of rendering service—he profits most who serves best. The square deal in the here, now pays in dividends—it pays in the sordid thing of business if you please.

SOME OF THE GEMS.

"The man who spills the life-blood of the profits is not a salesman. He is a store-keeper, an order-taker."

"A house is known by the customers it keeps; not by those it gets."

"Failure is stumbling in the darkness of Nature's law."

"Business-building is the art of securing permanent and profitable patrons."

"He did not give me his right Q plus Q—quantity plus quality."

"The science of business is the science of rendering service. He profits most who serves best."

"To have the permanent patron one must give three things: quality always, right quantity, and mode of conduct of his business—Q plus Q plus M."

"The wagging tongue of a satisfied patron is the best advertisement in the world."

"Advertising is the fire under the boilers of business."

"The negative suggestion kicks the football of the mind toward the goal of 'No.'"

"Salesmanship is the art of persuading people to purchase products at a profit."

"There are too many people in the world who lack terminal facilities."

"But the retailer must be more than square. To have the permanent patron one must give three things—quality always; right quantity; and mode of conduct of his business.

"Q. plus Q, plus M equals service.

"Off His Second Q."

"Success in life means the making of profitable patrons.

"The butcher who gives the right quality of meat, but shortens the weight does not secure permanent patrons. That man's service is off on his second Q. The man who puts up his meat in fine packages and delivers promptly does not secure permanent patrons unless he gives quality plus quantity. Neither does the man who gives the right weight and who is prompt in his service and yet sells tainted meat.

"The wagging tongue of a satisfied patron is the best advertisement in the world.

"The wagging tongue of a dissatisfied patron is the worst advertisement in the world.

"But the butcher who gives quality plus quantity and who conducts his business properly is the lucky one. People will go blocks out of their way to buy his product.

"It is obedience to God's eternal laws that brings him success.

"When in trouble and you want to find the cause look in the looking glass —that is stern philosphy, gentlemen, but it is true.

"Ninety-nine men out of every hundred you ask why they are in business and they will tell you 'to make money.' That in a sense is true. As society is organized to-day, we must have money. There are four ways to get it—steal it, beg it, inherit it, or earn it. The latter is the only certain way.

"If all the retail grocers and clerks in the country were to die to-night what would become of the people in the morning? This emphasizes the great service the retailer renders. The money you get is to pay for service. If the service is little, there will be little pay. Big services generate the heat of larger pay. There are millions of men losing their eyesight looking for dividends. If they looked towards rendering Q plus Q plus M they would be doing a much greater service to the community. So if any one asks you in future why you are in business tell him that you are in business to render a service to the community.

"The next concept is 'making.'

"Emerson tells us that if a man makes a better mouse trap than his neighbor the world will make a beaten path to his door. That is hardly correct. Very few will tear down the tall timber to get to your door unless you tell the people about the mouse trap—your business.

"I believe in quality, yes, but if we are going to make profits we mustn't hide our light under a bushel.

"Advertising is the fire under the boilers of business.

"Advertise a little and it does not pay. A little fire will not help build much of a business—but on the other hand too much may melt the business. There are many forms of advertising besides the written form. The boosting of the men and women who work for you among their friends is one of the greatest advertisements you can get. One of the worst is the knocking of these people.

"You cannot reap figs from thistles.

"Ninety-five per cent. of the people of the world are employed by the other five.

"One of the best forms of advertising is—be a humanitarian with your people. That makes man power.

"To get, you must give. Loyalty and love are queer things. The more you give the more you have.

"You cannot give of hate and disloyalty and get something in return. I know of exceptions. The more you do for some people the less appreciated you are, but I am speaking of the great law of averages—the great law that if you give you shall receive. 'Do unto others as you would have them do unto you,' as the Man of Galilee said, is a great motto to be remembered. The man who builds his business must do unto his customers as he would have them do unto him.

The Negative Suggestion.

What is salesmanship? One of the most potent elements in making permanent and profitable patrons is the law of suggestion. It seems to be the universal habit of order takers to use the negative suggestion instead of the positive suggestion. There are millions of people in stores telling you every day that you don't want this or that.

"The negative question kicks the football of the mind toward the goal of 'No,' the positive question to the goal of 'Yes.' "

To illustrate this Mr. Sheldon told of a purchase he was making some time ago of a collar and cuffs. After making the purchase the clerk said to him, "You don't want any ties, do you?" And he said, "No." That was the natural answer. A few days later his wife pointed out that he ought to have a new tie. He really did want that tie, but the clerk told him he didn't. In another store just three doors away he bought one. The clerk said to him after making the sale, "You will want some more ties in a few days—it will save you shopping again if you take them with you." He purchased three altogether because the clerk told him he needed them, and he almost bought a scarf besides. In fact a few days later when passing the window of the same store he noticed some scarfs in the window, and he went in and bought one.

"One of those stores is no more. You can easily guess which one it is. The clerk should remember that the fault lies not in the boss but in himself.

"Salesmanship is the power to persuade people to purchase products at a profit. A great pod of peas, isn't it? But if you want to make the pod a larger one you can say that salesmanship is the power to persuade plenty of people to pleasurably purchase product at a profit.

Lacking Terminal Facilities.

"I feel sorry for the man who is affected with the disease of knowitallitis. Remember you can't stand still. You must either go forward or backward, and the power to persuade people to purchase product at a profit has never been perfected by any of us.

"The old idea that the glib talker is always a salesman is entirely wrong. Some people talk a man into buying and talk him out of it again. There are too many people in the world who lack terminal facilities.

"You, gentlemen, can make this organization great if you want to by elevating the profession of retail merchandising. To the degree that men fail to co-operate, to that degree are they insane. In any insane asylum the first sign of co-operation means the return of sanity. Co-operation is one of God's first laws. We witness it in nature where the drops of water co-operate and form into one big white drift."

Prolonged applause greeted the conclusion of Mr. Sheldon's address, which was undoubtedly one of the most practical and thoughtful that has ever been listened to by a group of Canadian retail merchants. It was many minutes before the chairman could thank him for attending the banquet and presenting so many pithy and practical thoughts. As Mr. Sheldon had to leave at once to catch the train this ceremony was cut short. Before leaving, however, he was presented with an attractive enlarged snapshot of himself by E. C. Matthews, president of the Ontario branch. This snapshot was taken the previous week in Ottawa.

The toast to Canada was presented by B. W. Ziemann, of Preston, and was responded to by R. D. Cameron, of Lucknow, in a vigorous and stirring address.

"Our Guests" were proposed by F. C. Higgins, of Toronto, and responded to by A. M. Patterson, of Brockville, and Harvey Gould, of Uxbridge.

"The Press" was toasted by E. M. Trowern, and replied to by G. B. Van Blaricom, W. J. Bryans and B. T. Huston. The banquet closed with the singing of the National Anthem.

Fretz factories are in the midst of Niagara's finest orchards

This location enables us to get our supplies while they retain their fresh, natural flavor. The fruit is picked so close to our factories that the real tree-ripened flavor is "canned in every can."



OUR LARGE AND WELL-EQUIPPED FACTORY AT PORT DALHOUSIE

It is "Picked Ripe" "Canned Right"

Two Factories

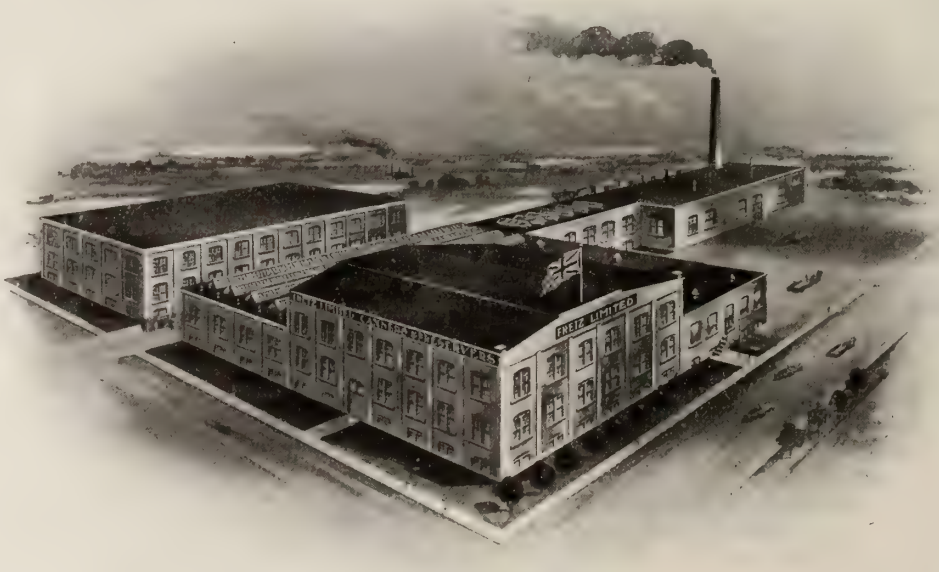
These ideal locations—one at Port Dalhousie, on Lake Ontario; the other at Hamilton—enable us to choose the best supplies.

These being both lake ports, give us the lowest lake and rail freight rates.

These two factories give us the capacity to serve you well. We can give you better goods and more of them whenever you want them.

FRETZ Limited

Hamilton, Ontario



THE SPACIOUS AND CLEANLY FACTORY AT HAMILTON

Fretz fruit products are always sold before packed

This means that we never have old goods to offer

This selling policy ensures your 1914 order being filled with 1914 pack. You never receive stale goods from Fretz—he doesn't do business that way. As soon as your order is received arrangements are made to have it filled with the best in the land. That's the reason Fretz products always please both you and your patrons.

"Fretz and Harvest Brand" goods are the purest of pure, and that's a fact. You can recommend these brands to your customers with the full knowledge that there are none better.

Our travellers are out now taking orders for 1914 pack. Wait till they call on you if you want fresh canned goods, jams, jellies and catsups.

Watch for our Announcement Next Week









FRETZ Limited

Hamilton, Ontario

AMOS B. GORDON CO. Toronto, Ont.
General Sales Agents

A. A. ADAMS, Agent for Hamilton, Ont.

R.M.A. CONVENTION.

(Continued from page 28.)

or connect themselves in any way with any rating or collecting associations or agencies."

The next resolution was referred to the local associations to be dealt with as the occasion arose:—

"That it be a recommendation from this convention, that literature be published and circulated among our members, setting forth all the facts and circumstances—from the butchers' and grocers' standpoints—regarding public markets."

The association will oppose proposed legislation to tax all vehicles used by retailers in Toronto.

In view of the importance of the retail trade in the province, the Ontario Government will be urged to appoint a Minister of Inland Trade to look after retail interests.

Want False Advertising a Crime.

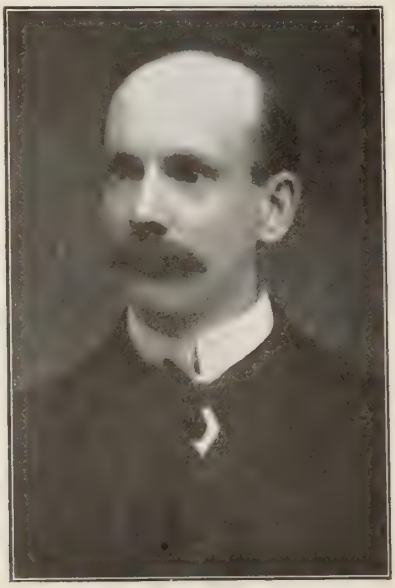
A resolution reading:

"That we recommend action of the Dominion Board, in asking for legislation during the coming session, that will make false advertising of merchandise a crime," was carried without discussion.

Another that carried without discussion read:—"That this convention take further steps to press our amendments to the Division Court Act, regarding garnishee and simplifying the collection of small debts."

To Educate the Consumer.

Volunteers will be called for to carry out the spirit of this resolution, which passed with little discussion:—"That it is the opinion of this meeting, that the time has arrived that we, as an association, should undertake a strong educational campaign, to educate the public to a greater knowledge of the importance of the retail trade; so that the various sections of trade will not receive the abuse they have received through the press, and by the "Women's League" and other organizations, who are not familiar with the processes of distribution, and that this meeting recommend that the executive appoint a committee from the various sections of trade, who would be willing to give their time to addressing public meetings, with the object of educating the general public to the true conditions and the importance of the retailer in the community."



F. C. HIGGINS, Toronto.

A grocer who holds position of treasurer for R.M.A. of Ontario for coming year.

The association by resolution desired that the Trading Stamp Act shall be amended to include all forms of guessing and voting contests.

In connection with the Cold Storage Bill in the House of Commons, the association declared in favor of clauses to protect the retailer.

Interprovincial judgments, so that they will be operative in every province, to facilitate the collection of small debts, were approved and a recommendation will be passed on to the Dominion Board to see what can be done.

Would Hold Manufacturer Responsible.

This resolution, carried without discussion, met the approval of every grocer present:—"That it is the opinion of this meeting that any goods that are sold to retail merchants as being unadulterated, and they are found to be adulterated that the manufacturer should be prosecuted instead of the retailer."

"That the Government be asked to place an embargo on cattle and live stock going into the United States," was still another resolution discussed.

W. J. Maher, Cobourg, pointed out that there was a difference between an embargo and export duty, and believed that the matter should be gone into thoroughly with the farmers' associations before anything was done. A clause was, therefore, added that before anything was presented to the Government that the executive confer with the farmers' associations.

The next resolution dealt with smuggling at Sault Ste. Marie port, and requested the Dominion Board of the R.M.A. to interview the Minister of Customs asking him to stop smuggling at that port. It was introduced by J. Stevenson and carried.

A resolution to the effect that "this convention is opposed to municipalities engaging in the retail business" passed without discussion.

To Follow Up Delinquents.

W. J. Maher, of Cobourg, asked this pertinent question: "Why cannot we get legislation preventing a man going from one town to another leaving an unpaid account, just as the hotel man has legislation to prevent a man leaving without paying his bill at a hotel?"

This was a popular subject, and at once a resolution was passed instructing the incoming executive to see if legislation can be secured covering this point.

J. R. Dargavel, M.P.P. for Leeds, Ont., who is himself a retail merchant, attended the convention on Thursday afternoon and addressed the members. He referred to the introduction of the Bulk Sales Bill into the Legislature last year, and the successful fight he put up with Mr. Trowern to have it ejected. "I imagine," he said, "it will never be introduced into the House in the same shape. I have been forty-six years in the retail business and my experience leads me to believe that any man who desires to go into business can get all the goods he wants from wholesalers. If it hadn't been for the people in my town who have come and gone in years gone by I probably could have retired now. In my opinion neither the people nor the wholesalers, nor myself, have reaped any advantages because these merchants have come and gone."

The speaker urged the formation of county associations of merchants. "I have no fault to find with the wholesale merchants; they probably have treated me as fairly as anyone else, but when they decide to do anything they dictate to us, and we must accept their terms."

Merchants' Catalogues.

R. D. Cameron, of Lucknow, introduced a discussion on the methods of a certain merchants' agency. This company sold catalogues to retailers illustrating and quoting prices on dry goods, furniture, watches and hardware, the retailers in turn to hand these catalogues to their customers. Customers could then order goods from the catalogue from the retailer. The latter passes the order on to the agency, and the agency to the manufacturer, who sends the goods direct to the consumer, thus elim-

TO CONSIDER MAIL ORDER TAX.

On motion of Levi Wildfang, of Elmwood, Ont., the following important resolution was carried:—"That it be an instruction from this convention that the information be secured from the retail merchants throughout Ontario as to whether they are favorable to have a special tax placed on large mail order catalogue houses, and that the money so secured, through taxation, would be paid into the various municipalities from which it is taken."

inating entirely the wholesaler. Each merchant who desires to become connected with the system pays $30. Mr. Cameron did not believe in the propriety of such business. "I would not care," he said, "to take orders for furniture, jewelry or hardware through these catalogues and injure my fellow merchants in those lines." He was informed that the concern could not operate in any place 2,000 or over, as the manufacturers who signed up with it would not allow it to do so.

On motion of Secretary Trowern, the matter was referred to the executive to be taken up with the wholesalers.

Day Dreams of Agitators.

In his annual report, Secretary Trowern referred to the continued "high cost of living" agitation and to the ignorance displayed by those who believed the cure was tied up in housewife's leagues, co-operative buying, and retail markets. "Nothing but day dreams," he termed them. It was something the association had to remedy.

He dealt with the success that had met the efforts of the association in formulating the credit reporting system. This was doing splendid work. He explained that last Fall it was found that $4 of the $5 fee sent to the head office by members was found insufficient to cover the work of the association, including the credit reporting system. It meant, he said, that either the per capita tax had to be retained or the system would have to be discontinued, and the former course was decided upon.

During the year he had visited the Canadian West, and while there got the associations in the four western provinces affiliated with the Retail Merchants' Association of Canada.

Treasurer N. C. Cameron then read his report, and after considerable discussion, it was referred to a committee of three—J. A. McCrea, of Guelph, and J. S. Vancamp and J. Bartram, of Toronto, who will form a financial committee for 1915. This committee will receive a report from the treasurer at least ten days before next annual meeting.

Wholesale Grocer Heard.

The last item on the programme was a conference with the wholesale trade, represented by Hugh Blain, of Eby, Blain, Limited, Toronto. After discussing the matter of the merchants' agency catalogue, which was again explained by Mr. Cameron, Mr. Blain dealt with the relations between wholesaler and retailer and with the problem of the high cost of living.

"Anything that cuts off the retailer," he said, "injures the wholesaler, and, while the opposite may not be true in every case, it is a fact that the wholesalers are necessary in a great many instances." He referred to the impossibility of the retailers—the average retailer—getting teas from Japan, Ceylon, etc., and dried fruits from California. "So that," he added, "anything that has a tendency to cut out the one has a tendency to cut out the other. We are the established channels of trade, and while it may be possible for the producer of vegetables and fruits and a few other things going direct to the consumer where they are close to one another, yet it is not in others.

"If parcel post is going to be adopted generally by the Government, and if the Government is going to carry goods at less than cost, it will create a very serious condition of affairs. If it is going to be run at a loss to the country, it will be ruinous to the retail trade, because of the advantage that is being and will be taken of it by the mail order houses. What are you retailers doing? Remember the daily press is entirely against you."

The cause of the high cost of living, Mr. Blain contended, was the present high standard of living. If the people want the trade to give good service, operate spotless stores with the most modern fixtures, they must bear the burden. "In the final analysis," he declared, "the consumer has got to pay for these things."

G. W. Cheney, a Sarnia grocer; F. C. Higgins, of Toronto, and R. D. Cameron, of Lucknow, commented favorably upon Mr. Blain's remarks, and after votes of thanks were passed around, the fifteenth annual convention of the R.M.A. of Ontario was brought to a close by the new president, B. W. Ziemann.

THE PEDLAR DISCUSSED.

The pedlar question is always one that brings the merchant to his feet. There is so much unfairness being practised by certain municipalities in allowing pedlars and transients for a mere nominal license to take the cream of the trade, that the retailer is justified in what he may say or do to increase the license. The resolution submitted to the convention on this question read as follows:—

"That we consider it would be in the best interests of the retail merchants of this Province, who pay municipal taxes and business taxes, as well as maintain other expenses in connection with the retail sale of merchandise, that a Provincial Pedlars' License be charged to all pedlars, and that a portion of the said license be remitted to each municipality, and that any person who is found making false statements, or deceiving the public, should have his license cancelled."

It was pointed out that each municipality now charges a license on pedlars operating within its limits. It was also shown that municipalities can charge whatever they wish under a certain limit.

T. B. Cramp, of Orillia, did not think provincial power should be extended to pedlars and moved, seconded by Eric Jamieson, of Hamilton, that the resolution be not adopted.

Daniel Bohlander, of Waterloo, complained that farmers should also pay a license when they peddle from house to house. "When municipalities put up a $20,000 market to house them, they should go there," he declared.

Mr. Trowern agreed with the sentiments expressed by Mr. Bohlander, stating that in Toronto pedlars dress up as farmers—some of them even bring their wives along—to help make their prospective customers believe they are from the farm and peddle from door to door.

B. W. Ziemann, of Preston, contended that the government should put the law governing pedlars, transient traders, hawkers, etc., into such English that any magistrate in the country could interpret it. As it stands to-day it is too ambiguous. Discussing it as he understood it, he said that a pedlar who took out a county license in Waterloo cannot use it in Berlin or Preston.

"Why should a man," he asked, "who makes an article or raises it be allowed to peddle from house to house free, when we have to pay a business tax? Why should he be given special privileges?"

Mr. Bohlander later made a resolution to approach the government to give municipalities the privilege of placing manufacturers and farmers in the same position, but some of the members, while admitting its fairness, considered it would be difficult to do this in face of the present high cost of living talk, and finally both resolutions were rejected.

Statement of a Beginner with $12,000 Turnover

Finds He Is Not Making the Net Profits the Books Indicate—Is There a Colored Gentleman in the Woodpile? — Some Good Advice on Saving a Stipulated Sum Each Month.

By Henry Johnson, Jr.

MY correspondent of this week has done so much of the work himself that I shall have little to say—and less space in which to say it! But that is all right, since what he has to say is of the utmost value to all of us. If a man but keep such close track of his business for two years and thereby bring home to himself what this man has learned, surely his effort must be counted as well and profitably expended.

His letter is worthy your most careful attention:

Care Canadian Grocer.

Dear Sir:—March 13, 1912, I wrote you and gave a statement which was printed in an issue of April. You gave some good advice which was followed as far as possible. In closing you hoped to hear from me in the future.

I have followed your articles very closely and as I have just finished my invoice will give you the results and incidentally ask some questions.

On another sheet have the invoice of 1911 that you have seen before, also 1912 and 1913, so that you can see just what I have done since.

You will notice that for 1912 I fell down, but I lost a horse and had a little hard luck that put me to the bad for that year. Total sales for that year showed a gain of $530.53.

The year 1913 showed a small increase in spite of a loss of about $700.00 during the time was torn up. In your article, you set a mark for me of business and real estate worth $4.000.00 and cash surplus of $2.000.00. Well, I have fell down on that, as you will notice have a net worth of only $4.054.45. I tried to make it, but could not even come close.

But am going to ask you to pick my statement and letter to pieces and give some suggestions if you will.

Of course, I feel that I have done better than the average small beginner, but am not going to be satisfied by any means until I have to. Have seen several concerns go bump and know of lots of them that are not making much, if any, progress. So I feel that I have been pretty fortunate after all.

In the first place, we did a business last year of between $11.000 and $12.000. This year I carried out my retail prices on my invoice, and find that I have a mark-up of 31 per cent. on the entire line. My cost of doing business last year was 14.14 per cent. From that it would seem that my net profit ought to be rather respectable. (My cost includes wages and everything; perhaps some small items might have got away, but this year I have a system that will be exact.)

But I find that for one thing, I have sold $1,388.45 worth of butter (wholesale cost). At a profit of $160.30, a little better than 11 per cent.

Sold 580 lbs. of 30-cent coffee on .355 per cent. margin.

350 lbs. of 35-cent at .273 per cent. Am trying out one at that price that will pay better.

300 lbs. of 25-cent at .32 per cent.

90 lbs. of 40-cent at .22 per cent.
18 lbs. of 45-cent at .261 per cent.
100 lbs. bulk 25-cent at 30 per cent.

Sold 1,889 lbs. of cheese at 20 per cent.; 320 lbs. tea at 40 per cent.; $346.57 candy at 35 per cent., and about $550.00 worth of flour at about 15 cents profit on sack.

Sugar, butter, flour, lard and something along those lines that make quite a volume, seem to be the little joker. And as it looks to me it is impossible to better conditions on those articles.

On canned goods, bottle goods and things in the better lines, I am making good margins, and I know I am selling my proportion of the better goods; in fact, I think I am getting more than my proportion along those lines. Also, I know my general business is to be compared favorably with competitors. It looks to me that by the prices that some get, and when I know that it surely cost them more to do their business, that they cannot be getting very fat.

As I said, when I wrote you last, my loss from bad credits is very small. I do an almost cash business, and this past year I did not have a single loss on bad accounts.

Statistics.

	1911	1912	1913
Stock	$1,322.58	$1,274.98	$1,326.37
Fixtures	407.72	400.00	815.84
Cash	566.27	734.27	261.53
Accounts	332.07	308.61	344.11
Building	1,500.00	1,500.00	3,500.00
Bag, etc.	.....	.....	38.35
	$4,128.64	$4,217.86	$6,286.20
Bills payable	$ 257.32	$ 201.32	$ 356.75
Notes	1,200.00	1,000.00	1,825.00
	$1,457.32	$1,201.32	$2,231.75
Net	$2,671.32	$3,016.54	$4,054.45
Net gain	$ 766.94	$ 345.22	$1,037.91

January, 1914, Expenses.

Wagon	
Horse	$ 8.80
Light	4.25
Fuel	4.41
Ice	1.45
Advertising	1.20
Wages	78.62
Phone (change)	2.25
Bags, etc.	4.33
Rent	14.00
Investment	5.00
Interest	7.38
Depreciation	6.00
Freight	10.18
Miscellaneous	1.30
Bad Credit	
	$149.17
Gross Sales	$926.38

Cost of doing business, 16 per cent plus.

Insurance and taxes not charged because have charged rent against building.

Thanking you again, also Canadian Grocer, I am,

Very truly yours,

A Puzzling Problem.

Along with this letter, my good friend has sent me a lot of intimate facts and statistics which he asks me to withhold from unaltered publication lest his identity be disclosed. Yet so much of that is so very pertinent, so deeply analytical and so thoughtful on general lines, that I am going to work it up in some way that I hope to make instructive and yet protect him fully. Meantime, I want to touch on two points:

First, the "joker" which he has discovered. In thinking this thing out for himself through trying to discover why his apparent net margin is not realized, he has dug deeply into a problem which has puzzled the best of us. For, as I find that the gross spread indicated by my inventory is nearly 31 per cent., yet, with an expense of around 18 per cent., I am not making anything like 13 per cent. net; so there must be a colored gentleman somewhere. He is; and he is to be found in the sugar, butter, eggs and other goods which pay us an insufficient gross margin. Those are the goods which reduce our average net profit to about 2½ per cent.

Second, when I reviewed his former statement, in setting him his task for the coming two years, I stipulated that he should follow my plan of creating an artificial debt and paying it off in monthly installments. I do not remember how much I told him to set aside; but that does not matter. Let us assume that it was to be $25.00 per month. Had he made himself do that steadily, rain or shine, irrespective of whether he thought he "could" or not, it is my opinion that he would to-day be just about $700 better off than he is. For there is this peculiar thing about steady savings which are within our reasonable scope: they grow and the total amount always seems to be simply "found" from little matters that are "never missed."

Economies Should be Accounted For.

If you want to illustrate this to yourself, just recall instances wherein some expenses have been reduced. Say that your phone costs you $1.50 per month where it formerly cost $2.50; that your light has been reduced so that you save $25 a year; that it costs you less to run cars than wagons. Taking one thing with another, you have saved $100 a year more. All right—where is it? Well, you know you have not got it. Instead, the sum has gone into more dead stock, or stock which turns more slowly, or more of active stock than you actually require for your business. If you had not saved that amount, you would be in business just the same and just about as well off. No?

All right, then. Now just break into this habit that I have preached these many years—because I have also practiced it—and begin now—Just as soon as you have read this—and put away some stated sum. Do not make it too big; because that will lead you to drop the practice before it has become a habit. Make it only $15 or $20 or $25 per month. Take that right out of your business and put it into a savings account at 3 per cent. Then keep right on with the practice every month, first thing in the month, no matter what else may happen. Consider that money out of your way, out of your control, something that you must do without as absolutely as if it were lost.

When you have saved $100, let me hear from you and I will tell you what it is proper for you to do with it.

Current News of the Week

Quebec and Maritime Provinces.

W. A. Fairley, grocer, Stanley, N.B., sustained a fire loss.

J. O. Bernier, groceries, meats, etc., Montreal, has registered.

McKinnon & Horton, groceries and meats, Sydney, N.S., have registered.

S. Bellefontain & Son, general store, Eastern Harbor, N.S., have registered.

A. G. Snowdon, Snowdon & Ebbit, Montreal, was in Quebec this week.

The Union Coffee Co., wholesale coffee, tea, etc., Montreal, Que., have registered.

Armstrong & McFarlane, groceries and produce, Moncton, N.B., had a fire loss.

J. L. Pelletier, Montreal, Que., of Pelletier & Frere, grocers, and C. is dead.

R. Hendery, Rose and Laflamme Limited, Montreal, spent Monday of this week in Ottawa.

J. B. Payne, of John B. Payne Co., Ltd., Toronto, was in Montreal this week calling on the trade.

We regret to note that A. P. Tippet, A. P. Tippet & Co., Montreal, has been on the sick list for past ten days, but inquiries go to show that there is nothing more serious than a severe attack of grippe evident at the moment.

George Bain & Co., Limited, have been incorporated to import and deal in fancy groceries, confectionery and confectioners' supplies and to act as manufacturers agent or commission agent, etc., with headquarters at Montreal, Que.

W. Halford, Canadian manager, Furuya & Nishimura, left Montreal this week on his annual visit to certain U.S.A. centres in the interests of the firm. J. Roberts, also associated with Furuya & Nashimura at Montreal, has returned from a two-months' stay in England.

J. Feyret, of Feyret & Pinsan, Bordeaux, France, was in Montreal this week calling on the trade in company with one of the firm of Laporte Martin, Limitee, who are Dominion distributors of the alimentary preserves, etc., put up by this firm. Mr. Feyret, in conversation with Canadian Grocer, stated that he intended to travel both in Canada and the United States.

Ontario.

Gordon Ross, Hamilton, Ont., had a fire loss recently.

Chas. Page, grocer, Toronto, Ont. died during the week.

W. C. Gurr, of Farewell, Ont., has sold to W. C. Mitchell.

Maurice Pickard will open in March his new store in St. Catharines, Ont.

Wm. Bone, Wingham, Ont., has sold his grocery business to R. S. McGee.

J. C. Irving, of J. C. Irving & Co., general store, Manitowaning, Ont., is dead.

Sherwood & Johnston, Sarnia, Ont., have taken over the grocery business of W. A. Gibson.

J. A. Sutherland, of Greening & Co., coffee dealers, Front Street, Toronto, has gone on a trip to Vancouver.

W. C. Mackie, of Hamilton, is taking a partnership in the general store business of H. W. H. MacFarlane, Paisley, Ont.

The Sherrer Gillette Co., of Chicago, manufacturers of counters and show cases, will locate a Canadian factory at Guelph, Ont.

The Fountain Grocery, of Strathroy, Ont., has changed its methods and will henceforth be known as McCallum's Co-operative Grocery.

C. L. Marshall, of C. L. Marshall & Co., grocery brokers, Wellington Street East, Toronto, who has been away in Europe, has returned.

Wm. Taylor, of Taylor & Prigle, pickle manufacturers, Owen Sound, Ont. has been selected president of the Board of Trade of that town.

A. C. Mason, Cedar Dale, Ont., has sold his general store to Gilbert Packett.

M. Saxe, grocer and boot and shoe dealer, Acton, Ont., has moved into a new store.

James Rapson, who some time ago purchased the grocery and shoe stock of T. W. Scott, Blyth, Ont., has taken possession. Mr. Scott will assist in the store for a time.

Frank Smith and John Henderson are putting in shape two stores in the stone block opposite the Royal Hotel, Walkerton, Ont., for the purpose of starting a grocery and feed business.

James H. Connal, a Peterboro, Ont., curler, has been an ardent follower of the besom and stane for a good many years. His rink has just won the inter-rink championship of Peterboro.

Fire caused by an overheated stove destroyed the general store of J. B. Gough, Napier, Ont., recently. Last week a fire supposed to be from the same origin caused $300 damage to Thos. McConnell's grocery in Wallaceburg, Ont.

The Sault Ste. Marie, Ont., early closing by-law for grocery stores, for which a petition signed by over three-fourths of the grocers was read at the last meeting, was passed and came into effect March 4. It sets the hour for closing at 7.30 p.m.

The Co-operative Grocery Corporation, of Hamilton, Ont., has been granted, an Ontario charter, capitalized at $5,000. The directors are Stanislaus Klodnicki, John Sywdinski, John Novakouski, Jacob Myslivitz, Roman Turlo, Edmund Dembski, John Posiki and Frank Koshewer.

P. C. Larkin has left Toronto for Buffalo, New York and Boston, to visit the Salada Tea Company's branch offices. In Boston he will further discuss the plans for the erection of the new eight-storey warehouse that has become necessary to accommodate the Salada business in the New England States.

Western Canada.

Shillington and Robbins will open a new general store in Laura, Sask.

Anderson & Jones, grocers, La Riviere Man., are succeeded by John Jones.

R. Bell, of Saskatoon, Sask., has purchased the general store business of Loree & Co., Davidson, Sask.

The merchants of Carmangay, Alta., have formed a Retail Merchants' Association and have affiliated with the R.M.A. of Canada.

Ben Ferguson of the Walter Baker Co. has returned to Winnipeg from a trip West, and reports business the best he has known for some time.

Letters patent have been issued incorporating the Home Grain Company, Limited, to manufacture and deal in flour and other cereal food products; the chief place of business to be at Winnipeg, Man.

J. E. Livingstone, for two and a half years manager of the grocery department of the Acme Co., Edmonton, Alta., has accepted a position with the Hudson's Bay Company as grocery manager and buyer. He assumed his new duties on March 1.

Webb's Limited, Edmonton, Alta., has been incorporated to import teas, coffees and spices and will also carry many other specialties. The directors are D. N. Macleod, President, S. E. Cornell, Managing Director, and T. A. Webb, Secretary-Treasurer, all of Edmonton. The head office will be at Edmonton, Alta., and the capital is $50,000.

Higher Prices on Canned Salmon Announced

Continued Heavy Consumption and Small Stocks in Hands of Packers Given as Reason—Dried Fruits Firm—Shelled Almonds Advance.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
- Decline of ¼c per pound in lard.
- Hogs advance 25c per cwt.
- Demand for smoked and cured meats not so good.
- Eggs not too plentiful.
- Butter and cheese firm.
- Poultry scarce.

FRUIT AND VEGETABLES—
- Apple situation very firm.
- California navels now quoted $2.75, all sizes.
- California celery now $6.50 crate.
- Radishes quoted 40 to 45c.
- Rhubarb $1 to $1.25.

FLOUR AND CEREALS—
- First patents and strong bakers' advance 20c barrel.
- All chop feeds advance $1 ton.
- Feed flour also up $1 ton.
- Feed wheat up $2 per ton.

FISH AND OYSTERS—
- Herrings, medium, up 15c 100 count.
- Haddock up ½c.
- Market codfish up 1c.
- Steak codfish up ½c.
- Tommy cods up 30c barrel.
- Labrador herrings up 25c barrel, also Nova Scotia herrings.
- Quebec sardines up 50c for half-barrels and barrels.
- Tongues and sounds up 2c lb.

GENERAL GROCERIES—
- Sugar market marking time.
- Prunes scarce.
- Valencia raisins in abundance.
- Almonds, shelled, advance 1c pound.
- Cotton twine reduced 1c.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
- Fresh-made creamery butter prints down to 32 and 33c.
- Creamery solids 26 to 27c.
- Live fowl up 2c to 13 and 15c.
- Chickens, live and dressed, up.
- Cheese firm.
- Honey weak.

FRUIT AND VEGETABLES—
- Winter wheat up 15c.
- Rolled oats up to $2.15 and $2.30.
- Oatmeal up to $2.41 and $2.51.
- Mill feeds unchanged.

FRUIT AND VEGETABLES—
- Large cooking onions up to $4.25 to $4.75 per bag.
- Potatoes hold firm.
- California celery not plentiful.

FISH AND OYSTERS—
- Markets very lively.
- Labrador herring $6.50 a barrel.
- Good trade in oysters.
- Lobsters continue scarce.

GENERAL GROCERIES—
- Fraser River salmon advances; 1-lb. talls, $2.20; 1-lb. flats, $2.25; ½-lb. flats, $1.40.
- Package dates up 1c.
- Rangoon rice ¼c lower.
- Shelled almonds not procurable under 48c.

MONTREAL.

SUGAR.—Situation in New York at present time is being watched by all refiners, as they are of opinion that there will likely be a change. March 1st saw duty lowered on raws, and this means that they will be cheaper on New York market. Although this ought to make a change in price, some of local refiners are of opinion that refiners there have been selling sugar at a loss, as they appear to have been fighting one another. If they do not reduce price now local men claim that they will be selling at rate which will net them the usual profit, but if on other hand they decide to reduce present quotation, it is thought that they will keep up fight amongst themselves.

Locally, situation may be termed a waiting one. Although local men claim New York market does not affect them one way or the other, as they buy their raws independent of New York market, it is the opinion of many that trend of New York market has quite an effect on local circles. Situation is rather easy at present, and refiners do not anticipate any immediate change in an upward direction as regards prices. Although they are non-committal as regards cheaper prices, it is the opinion of many jobbers that sugar will be selling at cheaper prices in short time. It would not be at all surprising to refiners themselves if conditions terminate in this way. Present situation is such that it would be well for buyers to go slow and await developments. Any rise in prices seems to be distant, and cannot be seen at present time, while there is a feeling that present prices will not hold.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—In general way there is good demand for all lines, particularly so with prunes, but, as explained last week, prices this year are in excess of those of last, and naturally this fact has had a tendency to curtail demand to a certain extent. However, stocks are low in that particular line. In fact, when referring to stocks, it might be said they are rather uneven. For instance, Valencia raisins are quite plentiful. Local dealers would like to see them move out better, as demand at present is quite disappointing. This is attributed to fact that California raisins (seeded) in packages are affecting demand for loose, as they are so handy for the housewife, and as result loose stock is losing ground.

EVAPORATED FRUITS.	Per lb.	
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	....	0 09½
95 to 100, in 25-lb. boxes, faced	0 06	0 06½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Demand during past week has not been so good, but even at that present demand is quite satisfactory. It is hard to state just what lines are most active, as there is little or no preference shown to any one line. All higher grades are firm, and prices quite steady. There is usual movement in Japans, Indians and Ceylon blacks, while it might be said that during week there has been an increase in demand for Young Hysons, both Ceylon and China.

There has been an advance of ½ cent per pound in Japan tea siftings, and range now quoted is from 8½ to 10 cents.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—Evidently people of Canada are becoming heavy coffee drinkers, as demand to-day as compared with that of one to three years ago has increased greatly.

Market this last week has eased off to a certain extent, as New York price has declined ¼ cent. Spot trade is practically unchanged from that of one week ago, although it might be termed a little duller if anything. Stocks are quite plentiful at present, and prices remain unchanged from one week ago.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 08	0 10

RICE AND TAPIOCA.—Although reduction of 20 cents per 100 pounds was made over one week ago, and circulars sent to the trade, there has been little change in demand for shipment April 15. Local dealers seemed to be under impression that there would be a number of orders received for rice as soon as circular reached the retailer, but the retailer seems to be waiting until that date before he sends in his order.

Tapioca does not seem to be making more than usual headway, and demand is unchanged. People do not seem to have gotten over the year that tapioca was advanced to such high prices, and have not been ordering it in such quantities since that time. Some local dealers claim that fact that jellies and quick puddings have gained much favor with the consumer, and claim this is partly responsible for falling off in demand. Demand for jellies is making great headway at present time, as they are quite simple and very tasty.

Rangoon Rice—	Per cwt.
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 29
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¼ 0 05½
Quarter bags, 56 lbs.	0 05⅜ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

MOLASSES AND SYRUPS.—Owing to Lenten season being now in full swing, demand for molasses and syrups has shown quite an increase. Stocks on hand are quite ample to fill requirements and prices are steady. Prices, however, are quoted at 5 cents cheaper for May 1st.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.40	.37	.35
Barrels	.43	.40	.38
Half barrels	.45	.42	.40

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04	
Pails, 38½ lbs., 1.$85; 25 lbs.	1 35	
Cases, 2 lb. tins, 2 doz. in case	2 50	
Cases, 5 lb. tins, 1 doz. in case	2 85	
Cases, 10 lb. tins, ½ doz. in case	2 75	
Cases, 20 lbs. tins, ¼ doz. in case	2 70	
Maple Syrups—		
Pure, per 8½ lb. tin	0 75	
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00	
Maple sugar, pure, per lb.	0 10	0 11

NUTS.—Demand for all lines is keeping up well, considering season, and is much better than local dealers had anticipated. There has been a further advance of 1 cent in shelled almonds, range now being from 45 to 46 cents.

There has been a report received from New York to effect that Brazil nut crop will start early this year; in fact, there are said to be shipments in transit now. Unusually favorable weather conditions this year have been responsible for this, and some good-sized lots have already been received at shipping ports. Almonds and walnuts are said to be in limited supplies, but as latter are not receiving same amount of attention as former, there has not been any movement in quotations.

Shelled walnuts, per lb.	0 38	0 40
Shelled almonds, 28-lb. boxes, per lb.	0 45	0 46
Finest filberts	....	0 13
Pecan	....	0 18
Almonds	....	0 19
Walnuts	....	0 18
Brazils	....	0 24
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—At present time local dealers are almost entirely dependent on imported stocks for their supplies. Demand has been on increase for couple of weeks, due to Lenten season, which is now in full swing. These lines are received quite favorably in this province, and demand shows quite a change during Lenten period.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

SPICES.—

	5 and 10 lb. Tins, pkgs.,	¼ lb. doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

	Barrels	Pails or boxes 3 cents
Range for pure spices according to grade. boxes 2 cents per lb. below tins. below tins.		
Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

COTTON TWINE.—During the week there has been a reduction in cotton twine of 1 cent, and the new prices are as follows:—Three-ply ranges from 23½ to 24 cents, while 4-ply ranges from 26 to 26½ cents.

ONTARIO MARKETS.

Toronto, March 4.—Various reports as to state of business passing are given by local wholesalers. It would seem, however, that many did not find February as good a month as January. As pointed out previously, however, January was a good month on the whole, and even if there was a falling off in February it does not say that it was an exceptionally dull month. Sugar continues in much the same condition as last week. An advance has occurred in British Columbia Sockeye salmon, and it is expected that advances in other brands will take place shortly. Dried fruits continue firm.

SUGAR.—The long-talked-of new tariff in United States on raw sugar came into effect on March 1, but so far no startling developments have occurred. It is believed that the new tariff has been already discounted by United States refiners. The market will depend on the Cuban crop to a large extent. This is turning out 10 per cent. better than was anticipated, but a spell of bad weather would soon change that condition of affairs. Another new factor that has lately come into the market is that England and Japan are both buying Cuban sugar now, and if this keeps up it will more than account for any increase in crop. Meanwhile the general concensus of opinion, locally, is that unless something unexpected happens, sugar is at bottom prices. There are some who think otherwise, however, and look for lower prices. Louisiana growers, who were contending that the new United States tariff repealed the old law by which Cuban sugar came in 20 per cent. below other sugars, have lost their fight according to the opinion of the Attorney-General of that country, and Cuban sugar still enters on favored terms.

Extra Granulated Sugars, Montreal Refined—	Per 100 lbs.
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 06
25 llb. boxes	5 36
Cartons (20 to case)	0 36
Cartons (50 to case)	0 18
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 16
No. 2	4 06
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—As pointed out last week most lines of dried fruits are in strong position. Evaporated apples cannot be obtained now under 10 cents. Fard dates are firm and package dates are up one cent. Valencia raisins are up half a cent, and Sultanas are due for an advance also. Advances on primary

markets is chief reason given. England is reported to be buying dried peaches heavily on California coast, and it is worthy of note that this fruit is now lower in price than are evaporated apples. As result of inquiry from Britain, California peach men are holding stocks more firmly. Prunes and raisins continue strong and currants are firmer as a result of stronger reports from Greece.

Apples, evaporated, new, per lb.	....	0 10
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 16½	0 17
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	....	0 13
Orange	....	0 13
Citron	0 17	0 18
Currants—		
Filiatras, per lb.	....	0 06¾
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 08	0 09
Hallowees	....	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 06	0 07
Comadre figs, in taps, per lb.	....	0 05½
Prunes—		
30-40s, Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12½	0 14
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	....	0 10½
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08¼
90-100s, 50 lb. boxes	....	0 07¾
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08¼
Choice, 50-lb. boxes	....	0 09
Choice, 50-lb. boxes	....	0 08½
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 07	0 07½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08¼

RICE AND TAPIOCA.—As result of last week's announcement of lower prices on Rangoon rice in April, some local wholesalers have dropped the price of Rangoon one-quarter cent. Market continues a puzzle for present as many importers report a strong feeling in primary markets in face of local decline.

Rangoon, per lb.	0 03¾	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05
Flake	....	0 09½

CANNED GOODS.

MONTREAL.—The demand during the last week has been good, and as a result large shipments have been going out daily of all lines. There is really no preference shown for any particular line, as all lines are moving out in a general way. Vegetables and fruits are receiving their usual share of the attention, while the demand for canned fish has increased since Lent started, and several lines of the most popular brands of both sardines and lobsters have been practically exhausted with some wholesalers. The supplies for both these commodities, however, was limited, as the pack of sardines this year was rather a big disappointment, while it is generally known that lobsters are scarce. The new pack of lobsters is not due until about next June. The same firm feeling exists, and, as some lines are not overly abundant, there would not be any noticeable surprise among the local trade if prices advanced. As will be noted below, prices of sockeye salmon are firming up.

TORONTO.—As was forecasted some weeks ago in these columns as likely to take place, British Columbia sockeye salmon advanced in price Monday of this week. Fraser River sockeyes—1-lb. tails have advanced to $2.20 per dozen; 1-lb. flats to $2.25, and ½-lb. flats to $1.40. Stocks in hands of packers seem to be getting low. Probable explanation is that consumption has been abnormally heavy this year owing to high price of fresh meats. It is likely that this advance will be sustained over long period, as last year's pack was exceptionally big, and packs for next three or four years will not be so large.

Local dealers believe that gallon apples will advance soon, too, as demand for these increases as stocks of fresh fruit decrease. Heavy consumption of corn, combined with a comparatively small pack at beginning of season, will probably cause advance there also. There appears to be no doubt that canned goods are growing in popular favor, particularly among people of small and moderate means.

Salmon—		
Fraser River Sockeyes—		
1 lb. tails, dozen	....	2 20
1 lb. flats, dozen	....	2 25
½ lb. flats, dozen	....	1 40
Northern River Sockeyes, dozen	....	1 90
Red Springs, dozen	....	1 90
Cohoes, dozen	....	1 45
Pinks, dozen	....	1 00
Sardines—		
Domestic, quarters, case	3 75	3 85
French, quarters, case	14 00	16 00
Norwegian, quarters, case	8 00	11 00

WINNIPEG.

MARKETS IN BRIEF

MANITOBA MARKETS.

PRODUCE AND PROVISIONS—
- Lent has good effect.
- Prices all tend up.
- Eggs scarce last week.

FRUIT AND VEGETABLES—
- Local vegetables off market.
- Onions from south scarce.
- Market tending upward.
- Strong feeling in orange market.

FISH AND OYSTERS—
- Fish supply and demand good.
- Big Lenten season.
- Much local poultry available.
- Lobsters very scarce.

GENERAL GROCERIES—
- Sugar buyers hesitating.
- Price of macaroni down.
- Prunes and apricots scarce.

Winnipeg, Mar. 4.—The spell of warmer weather this week lasting for several days has given both retailers and wholesalers an optimistic feeling. Spring is being looked forward to, and business shows marked signs of improvement. In quite a number of lines, prices have risen. Evaporated Ontario apples have advanced ½ cent during the past week, and prices quoted in Manitoba for opening of navigation shipment are 9c for 50's, and 9¼c for 25's.

The careful policy of many wholesale houses in buying only in small quantities is reflected in a scarcity in several lines when the demand has become brisk. For instance, cheese has advanced, and is scarce, all stocks having been cleaned up. Agents have been able to supply the demand up to the present, but it is believed that before more can be secured, it will be impossible to buy, resulting in much higher prices.

Similar conditions exist with prunes and apricots, the market for these two lines being practically bare. The demand is increasing with the opening of Spring trade, and the prospect of work commencing with the construction people. Sales have increased rapidly over those of last month. It is a long time since jobbers carried such low stocks of sugar. While business in this line is improving, dealers are not inclined to buy owing to the feeling that the price may fall still further.

The demand for macaroni is increasing here every year, and the price is tending down, owing to keen competition from Eastern manufacturers.

SUGARS AND SYRUPS.—Business in sugar is good, and from now on there should be several big months in this line. Orders are coming in freely from Western Canada. As stated above, there is a belief that the price of sugar may decline. Consequently buying is of hand-to-mouth order. Stocks are low. It is difficult to predict anything regarding corn syrup, but it is hardly likely that there will be any immediate change.

		Per cwt. in sacks.
Sugar, Eastern—		
Extra standard granulated		4 30
Extra ground or icing		5 30
Powdered		5 10
Chestnuts, per lb.	0 20	0 25
Lumps, hard		5 75
Montreal, yellow		4 40
Sugar, B.C.—		
Extra standard granulated		4 80
Yellow sugar, No. 1		4 40
Yellow sugar, No. 2		4 25
Yellow sugar, No. 3		4 15
Bar sugar		4 95
Icing sugar		5 15
Powdered sugar		4 95
H. P. lumps		5 65
Sugar packed in barrels 5c per cwt. more.		
Sugar, Western Ontario—		
Sax, per 100 lbs.		4 70
Barrels, per cwt.		4 75
Halves, 50 lbs., per cwt.		4 80
Bales, 20 lbs., per cwt.		4 85
Powdered, barrels		5 10
Powdered, 50s		5 45
Powdered, 25s		5 75
Icing, barrels		5 40
Icing, 50s		5 65
Icing, 25s		5 70
Icing, pails		5 70
Cut loaf, barrels		5 50
Cut loaf, 50s		5 75
Cut loaf, 25s		6 00
Corn Syrups—		
Barrels, per 100 lbs.	....	4 75
Cases, 20-lb. tins, ¼ doz. in case	....	2 77
Cases, 10-lb. tins, ½ doz. in case	....	2 76
Cases, 5-lb. tins, ½ doz. in case	....	2 88
Cases, 2-lb. tins, 2 doz. in case	....	2 48
B. C. Cane Syrups—		
2 lb. tins, 2 doz. to case, per cs.	....	2 85
5 lb. tins, 1 doz. to case, per cs.	....	3 20
10 lb. tins, ½ doz. to case, per cs.	....	3 00

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

	Per gal.	
Molasses—		
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Imperial quarts, case 2 doz.	....	5 20
Imperial ½ gals., 1 doz.	....	4 75

DRIED FRUITS. — The price of prunes may be expected to advance a cent a pound before long. The demand is heavy at this time of year. Raisins are lying dormant at present prices, the demand being light. The price of apricots will advance rapidly, the market being practically bare, with prospects of a big demand as spring approaches. The currant market is barely steady at a low price. The price of evaporated fruits in this district is demoralized owing to local stocks of last year's crop being held over. Oregon prunes are practically off the market, and buyers will have to go to the California market for their supplies.

	Per lb.	
Apricots—		
Extra choice	....	0 18½
Choice	....	0 18
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 07½
Washed	....	0 07½
1 lb. package	....	0 07¾
2 lb. package	....	0 15¾
Dates, Hallowi, per lb.	....	0 06⅜
Figs, Cooking—		
Choice, boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 06¼
Nectarines	....	0 11
Prunes, in 25-lb. boxes—		
90 to 100	....	0 07
80 to 90	....	0 08½
70 to 80	....	0 08
60 to 70	....	0 08¾
50 to 60	....	0 09½
40 to 50	....	0 12
Raisins, Valencias—		
Valencia selects, 28's	....	1 82
Valencia selects 14's	....	0 94
Valencia layers, 28's	....	1 90
Valencia layers, 14's	....	0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 09	0 13
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 08
3 crown, loose, 25s	....	0 08¼
Choice seeded, lb.	....	0 09⅜
Extra fancy seeded, lb.	....	0 10

SPICES.—There has been a sharp advance in celery seed from 30 to 35 cents per lb. to 45 to 50 cents per lb. The demand is limited at this time of the year for spices. Prices are expected to continue higher this year than they have been for fifteen years, owing to the small crop.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—1 00	1 60—2 50
Peppers, black	20—22	67—0 75	80—0 90
Peppers, white	30—31	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	18—20	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Barrels or boxes 2 cents per lb. below tins. Pails 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 45	0 50
Shredded cocoanut, in pails	0 18	0 20

TEAS AND COFFEES.—The statement made last week that tea is firm and prices steadily advancing is true again this week. Agents are not saying much about this market, giving the impression that a change might take place before long. The demand for coffee is fair, but nobody is buying heavily.

	Per lb.	
Coffee—		
Rio, No. 5, green	....	0 13¼
Rio, roasted	....	0 18
Santos, green	....	0 18
Santos, roasted	....	0 22
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, choice	0 35	0 45

BEANS.—The general tendency has been for this market to become stronger during the past ten days. Ontario hand picked beans have become scarce, and are high in price.

Beans—		
Austrian, hand picked		2 35
3 lb. picker		2 15
Peas—		
Split peas, sack, 98 lbs.	....	3 40
Whole peas, bushel	....	2 15
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 60

NUTS.—Peanuts and almonds, shelled and unshelled, have increased in price. Walnuts are holding practically as before. There is little demand for nuts at this time of the year except for peanuts.

In shell—	Per lb.	
Almonds, Tarragona	....	0 17½
Filberts, Sicily	....	0 13¼
Peanuts, Jumbos, roasted	0 11½	0 13¼
Peanuts, choice, roasted	....	0 11
Pecans	....	0 20½
Walnuts, Grenoble	....	0 17
Walnuts, Marbot	....	0 14
Shelled—		
Almonds	....	0 42
Walnuts	....	0 37

SASKATCHEWAN MARKETS.

By Wire.

Regina, Sask., March 5.—Retail and wholesale grocers report business brisk. Fresh eggs have taken a decided drop from 40 to 35 cents. Potatoes are slightly higher at 90 cents per bushel. A slight advance also is reported in oranges.

Produce and Provisions—		
Butter, creamery, per lb.	0 31	0 32
Butter, dairy, No. 1, 26c; No. 2	....	0 20
Cheese, per lb.	0 16¼	0 16½
Eggs, fresh, per doz.	....	0 35
Lard, 3's, per case	....	8 15
Lard, 5's, per case	....	8 05
Lard, 10's, per case	....	7 90
Lard, 20's, each	....	2 75
Dried Fruits—		
Apricots, choice	....	0 17¾
Currants, gulf cleaned	....	0 08¼
Figs, natural 6's	....	0 06¾
Evaporated apples, per lb.	....	0 09¼
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09¼
Prunes, 70-80, 25s	....	0 08¾
Raisins, muscatels, 50s	....	0 07¾
Raisins, muscatels, 25s	....	0 07¼
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	5 00
Lemons, California	....	4 75
Oranges, navel	2 50	3 00
Onions, Val.	2 75	5 00
Tomatoes, Cal., case	....	2 75

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 5.—Local grocery market was featured by several advances this week. Rolled oats went 25 cents per barrel higher. U.S. onions are up from 4¼ to 4½ cents per pound, and all grades flour are from 10 to 15 cents per barrel higher. Potatoes are up 10 cents to $1 for bushel and a half bag. Eggs, butter and sugar remain firm. Molasses has declined 1 cent per gallon on all grades, and American clear (bean) pork has dropped 50 cents to $25.50. Dried fruits have a tendency to advance.

NEW BRUNSWICK MARKETS.

By Wire.

St. John, March 5.—Business has been hampered by bad weather. Collections are fair. Flour market shows unusual strength; advance took place Tuesday of 20 cents on Manitoba, following 20-cent increase on Ontario patents. Dealers expect higher quotings. No western buckwheat is in city; stock is exhausted. Molasses took a further drop to 29½-30 cents; market is easier. Provision market is firm. Lard is more plentiful, and is quoted at 14¾-15. Cheese is scarcer, and is now 16-16½. Cornmeal ordinary is $1.60; no change in granulated. Onions in bags are exhausted.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	25 00	27 50
Pork, domestic, per bbl.	....	29 00
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 29	0 30
Cheese, per lb.	0 16	0 16½
Eggs, in case, 30-35c; henmery	0 40	0 45
Lard, compound, per lb.	0 11¾	0 12
Lard, pure, per lb.	0 14¾	0 15
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 60
Flour, Manitoba, per bbl.	....	6 45
Flour, Ontario, per bbl.	....	5 85
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	....	1 70
Sugar—		
Standard granulated	4 40	4 50
United Empire	4 30	4 40
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbadoes, fancy	0 29½	0 30
Valencia onions, in crates	4 75	5 00
Currants, 1s, per lb.	0 06	0 06½
Raisins, California, seeded	0 09¾	0 10¼
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 25	2 35
Yellow eye	3 50	3 60
Canned Salmon—	Per 4 doz.	case
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

WANT AFTERNOON CLOSING LEGISLATION.

There is a strong movement in Hamilton, Ont., now being led by Eric C. Jamieson, for a universal Wednesday half holiday throughout the whole year. Already four meetings of the East End Grocers and Butchers have been held, each resulting in a unanimous vote for the movement. Mr. Jamieson was in Toronto at the Retail Merchants' Association convention last week, and entered a resolution to have the statute in regard to closing remodeled embracing the Wednesday afternoon, which if carried through Parliament, gives definite power to the municipalities where requested to pass a by-law compelling every grocer and butcher to close or pay a penalty, and Mr. Jamieson's resolution was carried by the convention. Mr. Jamieson and his colleagues are first trying to get all stores to close by mutual agreement, but failing that they intend having recourse to petitioning for the by-law.

FLOUR and CEREALS

Manitoba and Winter Wheat Flour Advance

Manitoba Flours Advance 20 Cents Per Bbl. at Montreal—Winter Wheat Flours up 15 Cents Per Bbl. at Toronto—Oatmeal and Rolled Oats Up Also—Mill Feeds Advance on Montreal Market.

Export trade in flour remains quiet owing largely to the fact that wheat goes across the Atlantic about 20 cents a barrel cheaper than flour.

Broomhall, of Liverpool, says there is still a scarcity of Canadian offers of wheat, firmness in Plata, and a better demand for Australian wheat.

Russia is the great problem of the exporting countries at the present time. She has shipped much more heavily than was expected of her, and there seems to be some evidence that the Government claims of a large crop have not been quite so extravagant after all.

Argentine exports since January 1 have amounted to only 9,680,000 bushels, as compared with 24,544,000 bushels a year ago. Australian shipments for the same period have been 19,720,000 bushels, against 10,800,000 bushels a year ago. Indian exxports since April 1 have been 47,120,000 bushels, against 59,680,000 bushels a year ago. The above figures give an indication of the competition which this country is encountering at the present time. As bearing out the heavy shipments to importing countries already referred to, the world's wheat exports since August 1 have amounted to 367,888,000 bushels, against 354,616,000 bushels a year ago and 270,390,000 bushels two years ago.

MONTREAL.

FLOUR.—There is no material change in local market this week, and same conditions are existing. Demand is good, and although local millers are always looking for more, there is very healthy feeling on market. Demand for mill feeds has helped this market to some extent, as millers are enforcing rule that an order for feed must be accompanied by an order for flour. Export business has picked up during past week, and quite a number of fair sized orders are reported as being placed. Although some local millers were not disposed to accept bids, others took advantage of offer. It seems that some of those who have not accepted bids from foreign buyers think that prices will advance, and are showing confidence in their judgment by above.

Since writing above we have been advised of an advance of 20 cents in first and second patents and strong bakers. Winter wheat, however, has remained unchanged.

	Small lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	5 60
Second patents	5 10
Strong bakers'	4 90
Flour in cotton sacks, 10 cents per barrel more.	

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—There has been steady demand all week for all lines, and although prices are not showing any change from one week ago, tone of the market is very firm. Not much change is looked for.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 10
Softer grades	1 95
Rolled Oats—	90's in jute
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 96-lb. sack	2 40 2 75

MILL FEEDS.—Same healthy feeling is still in existence on local market, and orders are coming in for all lines. This week has seen advance in all chops of $1.00, and they are now quoted at $29.00 per ton. Enquiries are still being received from foreign buyers, but as domestic market is very firm and demand quite heavy enough to take care of supply, these are not being touched by millers. We have just heard of further advance in wheat moulee, which is now quoted at $33.00, an increase of $1.00. This is on account of firmness of local market.

Feed wheat (chicken feed) has also advanced $2.00, and is now quoted at $32.00 per ton.

Mill Feeds—	Car lots, per ton
Bran	23 00
Shorts	25 00
Middlings	28 00
Wheat moulee	28 00
Feed flour	33 00
Crushed oats, ton	29 00
Oat chop, ton	29 00
Mixed chop, ton	29 00
Barley chop, ton	29 00

TORONTO.

FLOUR.—Firmness reported last week in flour market has been maintained, and an advance of 15 cents has taken place in all winter wheat flours. Deliveries of Western wheat continue small, cold weather possibly having something to do with this, as farmers do not enjoy hiking to town with load of wheat when thermometer is below zero. Active market for mill feeds is of considerable help to flour, as many millers refuse to fill an order for feed unless it is accompanied by one for flour.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 50	5 30
Second patent	5 00	4 80
Strong bakers'	4 80	4 60
Flour in cotton sacks, 10c per bbl. more.		

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	5 35	4 75
90 per cent.	4 85	4 35
Straight roller	4 75	3 55
Blended flour	4 60	4 65

CEREALS.—Good, steady demand for cereals continues, with nothing very sensational to report. Rolled oats took a little jump shortly after "Grocer" went to press last week, and are now quoted anywhere between $2.15 and $2.20. Oatmeal, too, went up to $2.41 and $2.51, as against $2.31 and $2.41 before. Stronger market in West for oats is reason for rise. Rolled wheat and split peas are also firm owing to same reason.

Peas, Canadian, boiling, bush.	2 00	2 25
Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	2 50
Cornmeal, yellow, 98 lbs.	2 05	2 15
Graham flour, 98 lbs.	....	2 60
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 60
Oatmeal, standard, 98 lbs.	2 41	2 51
Oatmeal, granulated, 98 lbs.	2 41	2 51
Peas, split, 98 lbs.	....	3 65
Pea meal, 98 lbs.	....	3 50
Rolled oats, 90-lb. bags	2 15	2 30
Rolled wheat, 100-lb. bbl.	....	3 00
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—Mill feeds continue as strong as ever. One authority gave it as his opinion that this market was about as high as it would go now, and that with warmer weather easier prices would come. Prices are unchanged.

Mill Feeds—	Car lots, per ton.
Bran	23 00
Shorts	25 00
Middlings	27 00 28 00
Wheat moulee	27 00 28 00
Feed flour, per bag	1 55 1 60

WINNIPEG.

GREEN FRUITS.—There is a strong feeling in the orange market, and a good demand, owing to the rains in California. Cranberries are off the market except for a few frozen ones, and are selling at $8.50 a barrel. Very few grapes are being offered. There is only a small demand for bananas at this time of the year. Receipts for apples, pine apples and strawberries, are slight.

Apples—		
Baldwins, No. 1's	....	6 50
Baldwins, No. 2's	....	5 75
Spies, No. 1	....	7 00
Spies, No. 2	....	6 25
Miscellaneous, No. 3	4 00	4 50
Washington Rome Beauties, ex. fancy	....	2 75
Wine saps, Spitz, ex. fancy	....	3 00
Bananas	2 50	3 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Grapefruit, 54-64-80 size, case	....	5 50
Lemons—		
California	4 50	5 00
Messina	....	4 00
Oranges—		
California navels	2 50	3 00
Marmalade, 200 size, box	....	3 50
Pears—		
California Nellis, box	....	3 50
California Nellis, half box	....	2 00
Pineapples, per case	....	6 00
Strawberries, Florida, per quart	0 50	0 60

FRUIT & VEGETABLES

Advance in Onions; California Oranges Firmer

Floods in California Retarded Shipping — Strength Likely to be Maintained—California Celery Not Plentiful—Potatoes Hold Firm.

MONTREAL.

GREEN FRUITS.—Market has not shown much change from one week ago, and prices are practically same under fair demand from consumers. Apple situation is very strong one, and better grades are scarce and at high prices. California navels are now being quoted at $2.75 for all sizes, as against a range of $2.50 to $3 last week. All other lines remain unchanged.

Weather conditions are little better than one week ago, and at time of writing it appears as if spring had made an attempt to enter in upon us, but most of trade are quite confident that we will experience some more real cold weather before season is over. If present weather keeps up a decline in some prices should occur.

Apples—		
Spies, No. 1s, very fine, bbl.	....	7 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Russetts, No. 1s	....	5 50
Russetts, No. 2s	....	5 00
Ben Davis, No. 1s	....	5 50
Ben Davis, No. 2s	....	4 50
Bananas, crate	2 00	2 50
Cape Cod cranberries, bbl.	....	16 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 50
Lemons—		
Extra fancy, 300 size	....	3 75
Fancy, 300 size	....	3 25
Oranges—		
Floridas, 150-176-200	....	3 50
Mexicans, 126-150, $2.00; 176-200-216-250	....	2 25
California navels, 126-150-176-200-216-250.	....	2 75
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES.—Demand is light at present, and prices are practically unchanged from one week ago. Onions, however, continue quite firm, and another advance has been recorded over that of one week ago. Spanish onions are quoted by most dealers at $5, but there are some who are going as high as $5.50; Red Danvers are being quoted generally at $5. Potatoes are also firm, and, although prices show no change from one week ago, there is a general feeling that if conditions existing at present time do not show some improvement, there will be a further increase. California celery is also up in price from one week ago, and is quoted at $6.50 per crate. Sweet potatoes are now quoted at $2 per hamper, against a range of from $2 to $2.25 one week ago. Radishes are quoted at 40 to 45 cents per dozen bunches.

Beans, wax, crate, Florida	....	6 50
Beans, string, crate, Florida	....	6 50
Beets, bag	....	1 25
Brussels sprouts, quart	0 28	0 30
Cabbage, bbl.	2 75	3 00
Cabbage, per dozen	....	1 25
Carrots,, bag	....	1 25
Cauliflower, crate, 2 doz.	....	3 00
California celery, crate, $6.50; Florida, crate	....	2 75
Cucumbers, Boston, dozen	2 75	3 00
Egg plant, crate, 2 dozen	....	5 50
Garlic, per lb.	....	0 10
Lettuce, Boston, box	1 50	1 75
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	....	5 00
Spanish, half case	3 00	3 25
Red Danvers, 100-lb. bag	....	5 00
Shalottes, per dozen bunches	....	0 50
Parsnips, bag	....	1 25
Parsley, American, per doz., bunches	....	0 75
Parsley, Canadian, per doz. bunches	....	0 35
Peppers, green, 3½ qt. basket	....	0 90
Potatoes—		
Green Mountains and Quebecs, bag	1 00	1 10
Potatoes, sweet, Jersey, hpr.	....	2 00
Turnips, Quebec, bag	....	1 00
Tomatoes, hothouse, per lb.	....	0 25
Spinach, C.H., box	....	1 25
Spinach, C.H., barrel	....	3 75
Young onions	....	0 30
Radishes, per doz. bunches	0 40	0 45

TORONTO.

GREEN FRUITS.—Frosty weather continues to have depressing effect on fruit trade. Apples are in an increasingly strong position, and some Spies are quoted as high as $7 a barrel. Oranges are somewhat stiffer on account of a shortage in supply. Owing to recent floods, which washed out several railroad lines, practically no shipments were made between February 18 and February 24. This has caused prices to be firmer, and some quote California navels 126's-216's as high as $3. No damage, however, has been done to the crop itself.

A statement has been issued by G. Harold Powell, general manager of the California Fruit Growers' Exchange, to the effect that the only damage done by the heavy rains in California was from washouts in the individual groves, and that the orange crop as a whole will not be shortened or its quality impaired by the downfall.

It is believed, however, that strength in market developed at this time will be sustained. Street vendors will be getting busy soon in larger cities, and consumption will be greater. March, too, is a month when many oranges are consumed.

Apples—		
Spies, hand-picked, barrel	5 00	6 00
Other varieties, winter apples, No. 1s	....	4 50
Other varieties, winter apples, No. 2s	....	3 50
Local, bbl.	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, extra	....	3 00
extra	....	3 00
Spitzenbergs, per box	....	3 00
Roman Beauties, box	....	3 00
Bananas, per bunch	1 25	1 75
Cranberries, long keepers, box, $3.75; bbl.	....	13 00
Grapefruit, Florida, case	4 50	5 00
Grapefruit, Cuban, case	....	4 00
Grapes, Malaga	6 50	7 50
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels, 126's-216's	2 50	2 75
California navels, 216's-250's	....	2 50
Floridas, best grades, 126's-200's	....	3 00
Floridas, best grades, 200's-216's-250's	....	2 75
Messinas	....	2 50
Sevilles	....	2 50
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	4 50	5 00
Strawberries	0 40	0 50

VEGETABLES.—Here as in fruit market cold weather has made itself felt. Potatoes, both Delawares and Ontarios, are scarce just now, but it is felt that with milder weather supply will be greater and markets will be easier. Meanwhile large cooking onions are on the upward trend, and have advanced from $3.50 and $3.75 per bag of 100 lbs. to $4.25 and $4.75. There are also some reports that California celery is quite scarce.

Beets, Canadian, per bag	....	1 25
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	2 75	3 00
Carrots, Canadian, bag	....	1 35
Cauliflower, Cal., per crate 1 doz.	....	1 50
California celery, case	4 50	5 00
Egg plants, apiece	....	0 45
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, crate	4 25	4 50
Large cooking, bag 100 lbs.	4 25	4 75
Green, doz., Canadian, 30c; U.S.	0 40	0 50
Parsnips	1 00	1 25
Potatoes, New Brunswick, per bag	1 05	1 15
Potatoes, Ontario	0 95	1 00
Sweet potatoes, kiln dried, hamper	1 35	1 40
Parsley, U.S., per doz. bunches	....	0 75
Rhubarb, per dozen	0 90	1 00
Tomatoes, hothouse, lb.	....	0 40
Turnips, bag	....	0 50

WINNIPEG.

VEGETABLES.—The receipts from California for some time will be light owing to the heavy rains. The market is firm, with an upper tendency. Texas cabbage is arriving in straight car lots. There is a firmer feeling in the local potato market. Sack onions from the South are very scarce, but there are a few straggling cars of Valencias arriving. The first cars of New Zealands will be here in a few days. All local vegetables are practically off the market.

Beets, per cwt.	....	2 25
Brussels sprouts, lb.	....	0 20
Cabbage, Texas, per ton	60 00	70 00
Carrots, per cwt.	....	2 50
Cauliflower, crate, 2 doz.	....	3 50
California celery, crate	....	5 50
Cucumbers, extra fancy, hothouse, doz.	....	3 00
Lettuce, dozen	....	0 90
Onions—		
Valencias, per crate	....	4 75
Imported, sacked, per cwt.	....	5 50
Parsnips, per cwt.	....	2 50
Parsley, per doz. bunches	....	0 60
Potatoes	1 00	1 25
Potatoes, sweet, per hamper	....	2 25
Tomatoes, Florida, per crate	....	6 50

FISH AND OYSTERS

Lobsters Will Be Scarce; Haddock Likely to be Dear

Montreal Dealers Forced to Order From Boston for Fresh Haddie, Market and Steak Cod — Herrings Advance Under Pressure of Lenten Trade.

MONTREAL.

FISH.—Trade is good now that Lent has started and unexpected turn in weather, which will affect sales of frozen fish for some days. As now, only sorting-up orders should be expected. This week includes spring ember days, and, consequently, there will be three fish days, and this will stimulate the fish trade more, and might possibly exhaust more lines. As it is now, producers and wholesale firms are pretty well crippled as far as their stocks are concerned. We might say, in a general way, with exception of halibut and salmon, also lake fish, holdings are very small. In pickled lines only Labrador salmon and herrings are practically available. Green codfish and its substitutes are out of market.

In smoked fish, frozen haddies are sold out. Bloaters and kippers, however, are still in good quantities. Some small lots of boneless codfish are also available.

Trade has experienced very hard times getting their supplies this week, due to unexpected severe storms down south. Producers, being unprepared, and demand, which may be unusually heavy this year, has given trade a stirring time.

Some fresh fish was expected this week on account of milder condition on coast, but it was a disappointment, and local trade were forced to order from Boston for fresh haddie, market and steak cod, which means that prices will be very high; in fact, haddock is quoted to arrive 7½ to 8 cents per pound.

Lobsters are keeping scarce and high.

TORONTO.

FISH.—Prosperous condition of market reported last week continues, and local fishermen are kept on the jump all the time. Labrador herrings have advanced to $6.50 a barrel under pressure of Lenten trade. Lobsters are very scarce, and, as it is said that crop is poor, they are expected to continue scarce. Large quantities of oysters are passing into consumption.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .8-.9	$ .10
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10
Haddies, fillets, per lb.	.12	.12
Haddies, Niobe boneless, per lb.	.10	.10
St. John's bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.10	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.10	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40		1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut		.20

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	
Salmon—Gaspe, medium and small, per lb.	.14-.15	
Salmon, red—steel heads, per lb.	.12-.13	.14
Salmon, red—sockeyes, per lb.	.10-.11	.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.11
Salmon, pale qualla, dressed, per lb.	.07½-.08	.08-.09
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb., per 100 count	2.50	2.50
Herrings, large, 85 lb. per 100 count		2.75
Sword fish, whole chunks, per lb.	.08-.09	
Haddock, medium and large, per lb.	.05½-.06	.05
Market codfish, per lb.	.05-.05¼	.05
Steak codfish, per lb.	.06-.06½	.09
Pollock, per lb.	.04	.04½
Tommy cods, per bbl.	2.00	
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	
Striped sea bass, small, per lb.	.10-.11	
Sea trout, per lb.	.10-.11	.07½
Shad	.10	

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tullibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Pike, round	.05½-.06	
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	
Carp	.12	

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	
Salmon, Labrador bbls. 200 lb.	15.00	
Salmon, Labrador, half bbls. 100 lbs.	8.00	
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	
Sea trout, Labrador, bbls. 200 lb.	11.50	
Sea trout, Labrador, half bbls. 200 lb.	6.75	
Mackerel, N.S., bbls. 200 lb.	12.00	
Mackerel, N.S., half bbls. 100 lb.	6.25	
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	6.00	6.50
Herrings, Labrador, half bbls.	3.25	3.50
Herrings, Nova Scotia, bbls.	5.75	
Herrings, Nova Scotia, half bbls.	3.00	
Lake trout, half bbls.		8.00
Quebec sardines, bbls.	6.00	
Quebec sardines, half bbls.	3.50	
Turbot, bbls.	15.00	
Tongues and sounds, per lb.	.10	
Scotch herrings, imported, half bbls.	8.00	
Scotch herrings, imported, kegs	1.25	1.25
Holland herrings, imported milkers, hf bbls.	6.50	
Holland herrings, imported milkers, kegs	.75	.75
Holland herrings, mixed half bbls.	6.00	
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	11.00	
No. 1 green cod, medium, bbl.	10.00	
No. 1 green cod, small, bbl.	8.50	
No. 1 green cod, haddock, medium, bbl.	8.50	
No. 1 green cod, haddock, small, bbl.	7.50	
No. 1 green cod, pollock, medium, bbl.	7.50	
No. 1 green cod, hake, medium, bbl.	6.50	
No. 1 Quebec eels, large, per lb.	.08	

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	7.50
Dried hake, medium and large, 100 lb.	7.00	
Dried pollock, medium and large, 100 lb.	7.00	
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	
Best scollops, imp. gallon	2.50	
Best prawns, imp. gallon	2.00	
Best shrimps, imp. gallon	2.25	
Sealed best standards, quart cans, each	.35	
Sealed best select, quart cans, etch	.45	

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	
Malpeque, shell oysters, selected XXX, per bbl.	9.00	
Malpeque, shell oysters ordinary, per bbl.	8.00	
Malpeque, shell oysters, caraquets, per bbl.	5.00	
Clams, per bbl.	9.00	
Mussels, per bbl.	6.00	
Live lobsters, medium and large, per lb.	.40	.50
Boiled lobsters, medium and large, per lb.	.42	

HALIFAX, N.S.

FISH.—Supplies of dried fish held here are light, and trade is quiet as result. West India liner sailing from here this week took a fair quantity of dry and pickled fish. Prices are firm. There has been little improvement in fresh fish trade. Haddock and cod continue scarce, and only a few lobsters are offering. There has been a heavy decrease in lobster catch this season, and as a result dealers are looking for higher prices.

WINNIPEG.

FISH AND POULTRY.—The market for fish in Manitoba is good, so is the supply. It looks as though there will be a good Lenten business done this year on account of the high price of meat, which is said to be about 25 per cent. higher this year, and on account of the low price of fish, which is 20 per cent. lower. During the past few years the Lenten business in this part of the country has been disappointing. Poultry prices are about the same as they were last year, and the demand for No. 1 is not so good as in 1913, owing to the amount of local stock available. After Lent, dealers believe that fish will go up in price, that is, when the lakes open. Lobsters are very scarce, and the price is high. The demand for oysters is good.

Fish—		
Fresh whitefish, per lb.		0 08½
Halibut	0 08	0 08½
Salmon		0 10
Smelts		0 10
Herring		0 06
Lake trout		0 12½
Cod fish		0 10
Cured Fish—		
Smoked goldeyes, per doz.		0 50
Finnan haddies		0 08
Holland herring, keg		0 69
Labrador herring, ½ bbl.		4 25
Oysters—		
Per gallon		2 75
Large tins, 4 1-16 gals.		10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens		0 12
Turkeys		0 15
Ducks		0 12
Geese		0 12
Poultry, Dressed, Fancy No. 1—		
Fowl		0 17
Chickens		0 21
Turkeys		0 26
Ducks		0 22
Geese		0 20

Experience isn't always the best teacher. "A cat that has once sat down on a hot stove lid will never do it again; neither will she sit down on a cold stove lid."—Mark Twain.

PRODUCE & PROVISIONS

Stormy Weather Temporarily Checks Supplies of Eggs

Milder Weather, However, Will be Followed by Decline—Fresh-Made Butter Easier, 32 to 33 cents in Toronto-

MONTREAL.

PROVISIONS.—Owing to Lenten season being now in full swing there is a little quieter tone to local market and business has slackened up a bit. Smoked and cured meats are moving out slowly at present time. There has been a reduction of ¼c per pound in lard (pure) owing to demand having dropped off to some extent. There is a firm feeling as regards hogs and abattoir fresh killed are quoted this week at an advance of 25 cents in range which is now 14.00 to 14.50. Country dressed, however, remain the same. Business will be dull in this market for some time to come.

Hams—	Per lb.	
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 50
Clear pork	....	27 00
Lard, Pure—	Per lb.	
Tierces, 375 lbs. net	....	0 14¼
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14¾
Cases, 10-lb. tins, 60 in case	....	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb., each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb, each	....	0 12¼
Hogs—	Per cwt.	
Dressed, abattoir killed	14 00	14 50
Dressed, country	13 25	13 50

BUTTER.—There has been much better demand for butter this week, and Lent is held responsible for increase. There has been some price cutting going on in local circles during the past week and it is claimed that responsible party is an "outsider." "Regular" dealers could not see why any cut in price was made as stocks on hand are not thought to be any too heavy to last out until new make starts. They claim that had this "outsider" held on to his stock for a couple of weeks he was sure to get a better price. However the "outsider" claims that they simply wanted him to hold his stock over until they got rid of their holdings. It is thought in some circles that present stocks are not going to be larger enough to hold out and stiffer prices are anticipated about first of next month. There has been no change in conditions from last week with possible exception of increase in demand.

Creamery—		
Winter made	....	0 28
September-October, finest	....	0 30
Dairy butter	0 23	0 27

EGGS.—Stocks on hand this morning in one of local warehouses were small and although supplies were on their way from Chicago situation was rather ticklish. Demand at present time is on increase owing to Lenten season having started and people are buying eggs today in much larger quantities than they were two weeks ago. There is nothing to be had except fresh eggs as storage stocks have been completely exhausted. U.S. centres are being depended upon for all supplies as our own supplies are practically nil and unless weather becomes quite a bit milder there is little chance of supply starting freely. If present weather lasts there should be stronger feeling in the market.

Eggs, case lots—	Per dozen.	
New laids	0 35	0 38
Splits	....	0 30

CHEESE.—There does not appear to be much cheese in first hands, although produce merchants do not emphasize fact by advancing price. There is little or no cheese in first hands, and makers are getting ready for season to open up again. Demand is a little better this week and prices remain unchanged.

Cheese—		
Old specials, per lb.	0 17	0 18
September and October	0 15½	0 16
November, per lb.	0 15½	0 16
Stilton	....	0 18

HONEY.—Although there have been reports in some local dailies to effect that stocks were low we still report that there is abundance of honey to be had both from local dealers and also from country as stocks there are still heavy. Demand is good for small lots but apart from that there is little business doing.

	White Clover per lb.	Buckwheat per lb.
Honey—		
Barrels	0 11½	0 08½
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 20	0 15—0 16

POULTRY.—There is still good demand for all lines although this has fallen off to some extent during past few days. However as supplies available at present time are none too heavy this will not have much effect on market as demand is quite ample to take care of all supplies. Latter are said to be quite scarce.

POULTRY.	Live.	Dressed.
Fresh stock—		
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 16—0 18	0 18—0 19
Fowl	0 18—0 20	0 17—0 19
Geese	....	0 15—0 16
Turkeys, spring	....	....—0 23
Turkeys, old Tom	....	0 14—0 16
Milk fed chickens, lb.	....	....—0 25
Milk fed broilers, lb.	....	....—0 30

TORONTO.

PROVISIONS.—As pointed out would be the case last week, there is a slightly easier feeling in this market this week owing to fact that Lent is in full swing now. No change in prices has taken place except in compound lard where prices are ¼ cent lower all around. Temporary decline of meats might possibly occur but there seems to be a feeling on street that prices will advance as soon as Lent is over.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18½
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 23	0 2b
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 23	0 25
Bacon—		
Breakfast, per lb.	0 18	0 20
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14½
Tubs, 60 lbs., per lb.	0 14	0 14¾
Pails, 20 lbs., per lb.	0 14¼	0 15
Tins, 3 and 5 lbs., per lb.	0 14¾	0 15½
Bricks, 1 lb., per lb.	0 15¼	0 16
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10¼	0 10½
Tubs, 50 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
F.O.B., live, per cwt.	9 00	....
Live, fed and watered, per cwt.	9 50	....
Dressed, per cwt.	13 00	13 75

BUTTER.—Advance on U.S. markets noted in last week's reports still holds although no reason is apparent for such a move. In Canada supplies of fresh made are increasing and contrary to expectations of many prices are slightly easier. There is still sufficient storage on hand to keep buyers guessing, and it is believed that those who are carrying stocks of storage are beginning to realize that they must sell in course of five or six weeks. As pointed out above it is difficult to say how market will be for next month. It will no doubt be subject to more or less fluctuation. Some prices are easier this week. Creamery prints fresh made are quoted at 32 to 33 cents, storage creamery solids at 26 to 27 cents and choice dairy prints at 23 to 25 cents which is a wider range than last week.

Butter—		
Creamery prints, fresh made	0 32	0 33
Creamery prints, storage	0 29	0 30
Creamery solids, storage	0 26	0 27
Dairy prints, choice	0 23	0 25
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—At beginning of week storms in U.S. were responsible for light receipts here and market advanced in U.S. This, however, is doubtless a temporary condition and with milder weather we should see easier prices. Retailers should be looking for newlaids around 28 cents in very short time now.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	....	0 35
Strictly new laid	0 32	0 33
Storage	....	0 28
Splits	....	0 25

CHEESE.—No easing in this market is in sight. At meeting of Toronto Produce Exchange on Monday, cheese was reported to be very firm. Good inquiry from cable and good domestic demand keeps up and prices may go still higher.

Cheese—		
Old, large	0 15¼	0 16
Old, twins	0 15¾	0 16¼
New, large	0 15¼	0 15½
New, twins	0 15½	0 15¾

HONEY.—Honey is unchanged from a week ago and some reports may be made on it. Lots of honey is offering.

Clover, bbls., per lb.	0 09	0 09½
60 30-lb. tins, per lb.	....	0 09½
10, 5-lb. tins, per lb.	0 09½	0 10
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 25	2 50

POULTRY.—As indicated last week supplies of live and fresh killed stuff are very low and dealers are dependent on storage stocks which are not large. Demand is very fair and live fowl have advanced to 13 and 15 cents, while chickens have advanced to 14 and 16 for live and 16 to 19 cents for dressed birds.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13—0 14	0 16—0 20
Ducks, spring	....—0 15	0 16—0 18
Fowl	0 13—0 15	0 14—0 16
Chickens, lb.	0 14—0 16	0 16—0 19
Geese	0 12—0 14	0 14—0 16
Turkeys, spring	0 16—0 18	0 20—0 22
Turkeys, old Tom	0 14—0 15	0 17—0 20

WINNIPEG.

PRODUCE AND PROVISIONS. — Prices on hams, bacon and mess pork are higher. The same applies to eggs, butter and cheese. The demand has not been so good as might be expected for February, though business during the last week when dealers usually hold off, has been exceptionally good. The effect of Lent is expected to be beneficial. Eggs were scarce in Winnipeg last week, owing to the cold weather keeping the farmers away. What were in stock were quickly sold, and the price advanced.

Cured Meats—		
Hams, per lb.	0 16	0 20
Shoulders, per lb.	....	0 12½
Bacon, per lb.	....	0 25½
Long clear, D.S., per lb.	....	0 13
Mess pork, bbl.	....	28 00
Lard—		
Tierces, per lb.	....	0 12½
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	3 10
5 lb. tins, cases	....	8 02
Eggs—		
Good eggs	....	0 35
Strictly fresh	....	0 36
Butter—		
Creamery	0 29	0 33
Dairy	0 19	0 24
Cooking	0 14	0 16
Cheese—		
Large	....	0 16
Twins	....	0 16½

Association News

EDMONTON MERCHANTS' ANNUAL

Complaints were registered by members of the Edmonton Retail Merchants' Protective Association at their annual meeting that jobbers were going out of their field in selling direct to consumers and a committee will take up the question and endeavor to make an agreement between the jobbers and the retail men.

The treasurer's report showed a credit balance carried over of $266.77, the total receipts being $3,221.82, and the disbursements $2,935.65. The membership at present is 172.

The election of officers resulted as follows:

President, T. S. Thompson; first vice-president, W. T. Henry; second vice-president, H. Aldridge; third vice-president, D. A. Kirkland; secretary-treasurer, W. H. Ketchum.

The executive committee, representing the different sections of the association has G. G. Morris, a grocer, in its personel. Past-president Frith was also made a member of the committee.

The fifth annual report of the president and secretary discussed the financial situation. The president said: "We have successfully passed through the most trying year of the association's experience, showing a successful service rendered to members, a credit balance in the bank and no debt obligations."

The number of reports in the credit department numbered 624 for the year, while the names of 268 people undesirable for credit were sent out.

During the year about 20 merchants were victimized by a man who opened a small account at several banks issuing a check for say two dollars, having it marked and then raising the amount to $20. The president recommended in his report that the banks use protectographs, a device which makes it impossible for the sum to be increased.

The petition promulgated by the Calgary Board of Trade and supported by the Edmonton Retail Merchants' Association asking for the enactment of a collection law similar to the one in other provinces which will imprison debtors who fail to pay a judgment for debt, has not yet been answered by the local government.

A QUESTION FOR HENRY JOHNSON.

Editor, Canadian Grocer:—I have always been interested in reading Mr. Johnson's articles in your paper, and it seems to me that he got off the track for once when he stated in reply to D—— & Son, that goods taken in trade should appear twice in his sales record. If he can use these commodities in his retail trade, he is correct. But it is commission sales that is referred to here, i.e., converting "trade" in to cash.

My business is in a country village where 75 per cent. of the goods sold is settled for in butter, eggs, poultry, etc., my customers being the producers. I have practically no retail demand for them, hence I must find a market for them in the city. We can make the matter clear by the following illustration:

In one week's transaction I find there was taken in trade the following:—

1,000 doz. eggs, paid for at 24c, amounting to	$240.00
128 lbs. butter, paid for at 25c, amounting to	32.00
140 lbs. dressed chicken, paid for at 16c. amounting to	22.40
40 lbs. tallow, paid for at 6c, amounting to	2.40
200 lbs. dried apples, paid for at 6c, amounting to	12.00
Showing goods sold to value of..	$308.80
I sold the eggs at 25c, netting.....	$250.00
The butter at 24½c, netting	31.36
The chickens at 16c, netting.....	22.40
	$303.76

The tallow and dried apples were still unsold. What is the week's business — $303.76 or $308.80 or $612.56? Will Mr. Johnson please answer? I have omitted the cash and credit sales as they do not enter into the question.

Yours truly,
COUNTRY MERCHANT.

DATE BUTTER.

Editor, Canadian Grocer.—Kindly let us know where we can buy date butter. We believe it to be an American product.

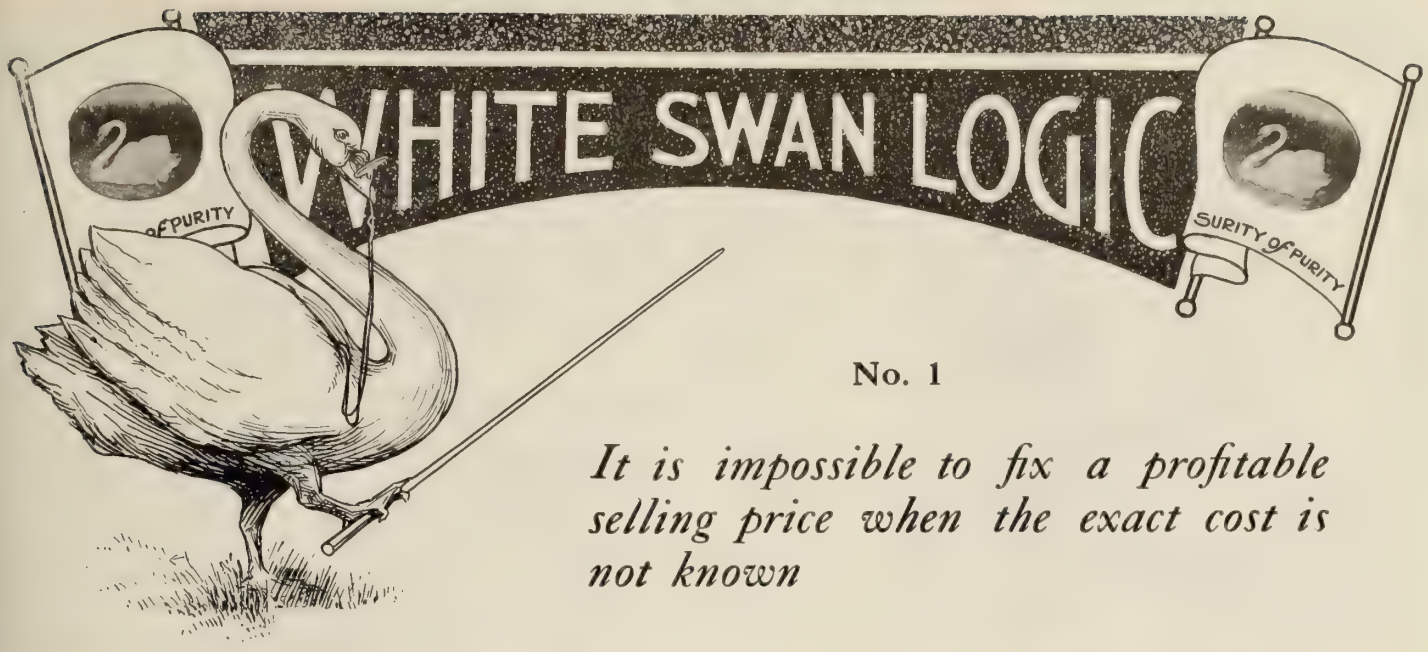
Sarnia, Ont. K. BROS.

Editorial Note.—Hills Bros., 275 Washington Street, New York, manufacture date butter.

ONION SETTS

We have choice yellow setts to offer, our own growing, hard and dry, nothing soft or sprouty. Write for price, order early, quality guaranteed.

JOHN RATHWELL, GARDENER
HENSALL - - ONTARIO



No. 1

It is impossible to fix a profitable selling price when the exact cost is not known

Counting Bananas For Profit

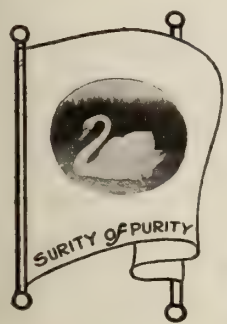
Bananas are invariably counted by guess. Seldom is the exact cost per banana known. To determine a selling price that yields you a profit it is imperative that you accurately count the bananas on each bunch.

With the bananas jumbled together on a stem this is a problem—but as easy as "rolling off a log" if you know how.

Instead of counting them by hands as is the common custom, after all only a guess, take several strips of paper and run them at intervals between the bananas from top to bottom of the bunch. The sections counted and totalled will give you the exact number to a banana and is done very quickly.

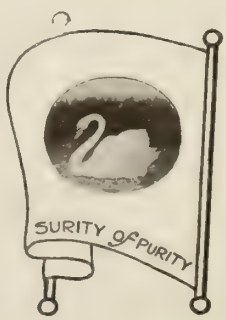
Try this—Cut off the hands and neatly arrange them on your counter. Mark the number in each bunch. Arrange them in rows according to size and sell at graduated prices. Rather than have you break the bunch the customer will usually take the bunch even though it is more than she asked for. You increase both your sales and profits.

Suggest slicing the bananas in a mold of White Swan Jelly Powder. It is a tempting dish and you can recommend it for its fine quality, true fruit flavor and absolute purity. Associate White Swan Jelly Powder with your counter and window displays of fresh fruits. This will increase the store's revenue and put an article of quality in your patron's homes that will bring repeat orders and strengthen your standing.



WHITE SWAN
SPICES & CEREALS, LIMITED
TORONTO, ONT.

N.B.—This is the first of a series of valuable tips of interest to every grocer. Next week "The Telephone as a Business Getter."



MACARONI

HIRONDELLE
(Swallow)
BRAND

is twice as nourishing as beef, and decidedly much cheaper. Tell your customers this and have them buy in bigger quantities.

We guarantee the quality of every package supplied you, so that you need have no hesitation in recommending it.

Use This Ad. in Your Local Paper:

Macaroni Makes Muscle

The tissue-building power of macaroni, vermicelli, etc., has been proven by eminent food authorities to be almost twice as great as that of fresh meat. It is a healthy, wholesome and cheap food, which will help solve the cost of living problem.

Eat Macaroni
and
Live More Economically

Compare these prices with those of beefsteak:—
Macaroni, in two-lb. boxes, per lb. 10c
Etc., etc.

JAMES SMITH
69 Clare St. Phone 84

C. H. Catelli, Limited
MONTREAL

AGENTS:—
Tees and Persse Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25c size), 4 doz.	$ 2 25
No. 1 (25c size), 2 doz.	2 25
No. 2 (10c size), 6 doz.	0 80
No. 2 (10c size), 3 doz.	0 80
No. 3 (5c size), 4 doz.	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 85
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 80
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$ 1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER.

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅛ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Alymer Jams.	Per doz.
Strawberry, 1912 pack.	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 80
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 60
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 65
Grape	1 55

Marmalade.

Orange jelly	1 85
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

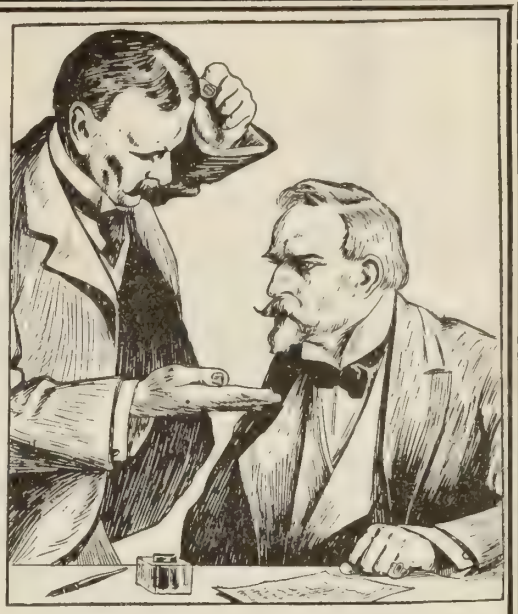
Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Get These Facts



If your goods are not yet on the fast-growing, large-buying Western market, you are losing many good sales. And if you are delaying to take advantage others will step in ahead and your products will have to break through the competing lines to reach the market. Get right in now—on the ground floor of the trade and success will be yours.

We offer our services in introducing and marketing your products—the service of a well-trained and efficient staff, who call daily on the wholesalers throughout the entire West. We offer our warehouse and shipping facilities at the six main distributing points. We will give you an excellent service at a low cost and will guarantee sales.

Write to-day for particulars and terms.

Nicholson & Bain

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, Manitoba

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

ROYAL



BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

"Anything Litster's is good"

Litster's Jellies

Like other Litster Products, they contain only the purest and best ingredients—they are guaranteed to please. Litster's Jelly Powders are rich in fruit flavor, very delicious.

Now is the time to push Jelly Powders.

THE LITSTER PURE FOOD CO. LIMITED
TORONTO

The Brantford
SHOWALL
Window Fixtures
beat the world for grocery selling
WRITE NOW FOR MEASUREMENT FORMS & FULL PARTICULARS
Brantford Showall Window Fitting Co
BRANTFORD ONTARIO

See full page advertisement, page 181, October 10th issue.

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	3 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 6 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 90
Nut milk breakfast cocoa, ¼'s and ½'s	0 35
Nut milk No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 28
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 33	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 35
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 50
4 oz. (all flavors) doz.	3 50

SEEDS

To-day's prices Ex-warehouse Toronto, March 6th

No. 1 Government Standard.

	Per 100 lbs.
Red Clover	$18.00
Mammoth Clover	18.50
Alsyke Clover	19.00
Alfalfa Clover (Gold)	14.50
Alfalfa Clover (Silver)	13.00
Timothy Seed	7.50

No. 2 Government Standard.

Red Clover	$16.00
Mammoth Clover	17.00
Alsyke Clover	16.50
Timothy Seed, A	6.75
Timothy Seed, B	6.25

No. 3 Government Standard.

Red Clover	$15.50
Mammoth Clover	16.00
Alsyke Clover	15.00
Timothy Seed	5.75

Ask for samples. Phone Main 163

Geo. Keith & Sons

Seed Merchants since 1866

Toronto, Ont.

Order Fish Now

Shipments of all varieties arrive daily. Our facilities for prompt handling ensures freshness. A car of

MANITOBA White Fish

just arrived. Get our prices. We have some interesting quotations. Write, phone or wire.

LEMON BROS.

Owen Sound, Ontario

The

B.L.O.E.

St. Nicholas

Puck

Queen City

Kicking

J. J. McCABE

Agent

Toronto, Ont.

Your customers will enjoy this favorite English-blended Tea

DICKESON'S TEA

"The Beverage of the Old Country."

Here's a tea well worth handling—one that will stimulate your tea trade and bring the best class of customers to your store. Its fine quality and flavor, and the convincing advertising now appearing in the papers, are sending the sales up every day. Have you ordered **your** stocks yet? If not, get busy **now!**

Write to any of these Canadian Agents:

Toronto—Fredk. E. Robson & Co.
Hamilton—C. G. Walker & Co.
Ottawa—H. N. Bate & Sons, Ltd.
Windsor—G. Clair Bliss, Detroit, Mich.
London—R. Donaghy.
St. John, N.B.—E. T. Sturdee.
Quebec, Que.—
A. Francois Turcotte.
Winnipeg, Man.—
W. Lloyd Lock & Co.





The Original Aluminum Packet.



SCHNEIDERS' Country Pork Sausage

ALL PURE PORK

HOME-CURED
HAMS AND BACON
KETTLE-RENDERED LARD

J. M. Schneider & Sons
Limited

Berlin, Ont.





Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 50
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20.)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats. 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 5, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.

ANCHOR BRAND.

Ammonia Powder—"Anchor"	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25

Baking Powder—"Anchor"	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40

Chocolate—Unsweetened—"Anchor"	
10c cakes, boxes 2 doz.	0 90

Cocoa—"Anchor"	Per doz.
10c tins, cases 4 doz.	0 90

	Per lb.
¼s, tins, cases 4 doz.	0 35
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35

Coffee—"Anchor"	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32

Cream of Tartar—"Anchor"	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40

Custard Powders—"Anchor"	
10c pkgs., cases 3 doz.	0 90

Flavoring Extracts—"Anchor"	
10c bottle	1 00
2½ oz. bottle	2 30
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00

Flour—Potato—"Anchor"	Per doz.
Cases 2 doz.	1 20

Icings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	0 90

Mustard, D.S.F.—"Anchor"	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90

	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36

Rice, Special Grain—"Anchor" Cases 2 and 4 dozen	Per doz. 0 90

Shaker Table Salt, free running, "Anchor" Brand.	Per case
cases 2 doz., case	1 60

"GOLD MEDAL" COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

"GOLD MEDAL" ROLLED WHITE OATS.

	Per case.
25c pkgs., cases 12 pkgs.	2 40

"KING" NAPTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" CEYLON TEA.

	Per lb.
30c black, green or mixed, ½ and 1 lb. pkgs.	0 35
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55

	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat-Os" Breakfast Food, cases 2 doz.	1 45

	Per doz.
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork.	
50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown."	
100 pts., case	9 00
St. Nicholas Champenoise Corks.	
50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.

Cs. 25 11 lb. bars, lb.	0 05½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	0 06½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 80 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling Cider, 12 qts.	4 50

California Celery

Florida Celery

California Cauliflower

California and Florida Oranges

Sweet Potatoes and Pineapples

Onions — Spanish and Yellow Danvers

Fish for Lent

Our stocks are complete on all the salable lines. Combine your Fruit and Fish orders and save charges.

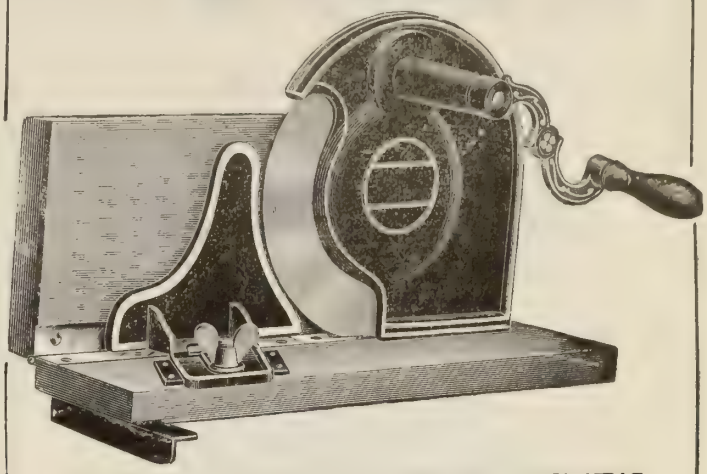
White & Co., Limited

Wholesale Dealers in Fruit and Fish

TORONTO

THE ROTUNDA

Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.

KINGSTON, ONTARIO, CANADA

AGENTS

The silver harvest of the sea! "King Oscar" Brand Sardines

From the waters of Norway — the home of the finest sardines in the world — come "King Oscar" Brand. The quality and deliciousness of these sardines is known to consumers everywhere. They are packed in pure olive oil, and carefully selected for size. The dealer who handles this brand is backed with quality, good profit, and a widespread publicity campaign.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, - CANADA



By Special Royal Permission

Two Reasons

Why you should order

SUNLIGHT LIQUID GLOSS

THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

It suits your customers. Sunlight Liquid Gloss is a first-class article that does all that is claimed for it. It cleans and disinfects as well as polishes. It is unequalled for furniture, pianos, hardwood floors, automobile bodies, linoleums, etc. That means a steady trade and repeat orders.

It suits you. Sunlight Liquid Gloss is a first-class seller. It gives you a good profit, and keeps moving all the time. Put up in lithographed tins; also in barrels and half-barrels.

Write any of our agencies.

THE IMPERIAL OIL COMPANY, Limited

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon

the pick of the fisherman's catch

BRUNSWICK BRAND





Located as we are in close touch with very fine fishing grounds, we have the choice of the fisherman's catch.

Our plant is modern in every way, strictly sanitary, and is operated under ideal conditions. This insures the very best results in our products. High quality is the key-note of Brunswick Brand Sea Foods. They are proven big-sellers and profit-producers.

Order Brunswick Brand for your Winter's Stock.



CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Victoria, B.C.



Sparkling Cider, 24 pts..... 4 75
Sparkling Cider, 36 splits 4 90
Extra Fins, 100½ 16 00
Apple Vinegar, 12 qts..... 2 40
These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs...	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.....	14 50
Extra Fins, 100 ½ kilo, cs.....	15 00
Tres Fins, 100 ½ kilo, cs.....	13 50
Fins, 100 ½ kilo, cs.....	11 50
Mi Fins, 100 ½ kilo, cs.....	11 00
Moyens No. 1, 100 ½ kilo, cs....	10 00
Moyens o. 2, 100 ½ kilo, cs.....	9 50
Moyens No. 3, 100 ½ kilo, cs.....	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
2½s, ½ gal.	2 80

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10⅝
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.....	0 11¼
Cases, 5 lbs., 12 to case.....	0 11⅛
Cases, 10 lbs., 6 to case.....	0 11

F. O. B. Montreal.

MARMALADE
SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case).....	$1.90	$1.80
2 lb. glass (1 doz. case).....	3 20	3 30
4 lb. tin (1 doz. case).....	5 50	5 25
7 lb. tin (½ doz. case).....	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case).....	$1 60	$1 55
2 lb. glass (1 doz. case).....	2 80	2 70
4 lb. tin (1 doz. case).....	4 80	4 65
7 lb. tin (½ doz. case).....	7 75	7 50

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	6 75
Durham, 1-lb. jar	6 25

VERMICELLI AND MACARONI
C. B. CATELLI CO., LIMITED.
Hirondelle Brand.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, ease 10 lbs. loose; case 60 pkgs., ½ lb. each..	7½	7

Marguerite Brand.

Same assortment as above...	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose). .		5½
30 lb. cases, 1 lb. pkgs..... .		6

Terms, Net 30 days.

D. SPINELLI CO., Registered.
Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case.....	7	6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)		5½
30 lb. cases, 1 lb. pkgs..... .		6

Terms, et 30 days.

JELLY POWDERS.
JELL-O.

Assorted case, contains 2 doz.....	1 80

Straight.

Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz.....	1 80
Strawberry contains 2 doz.....	1 80
Chocolate contains 2 doz.....	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.....	2 80

Straight.

Chocolate contains 2 doz.....	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.....	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz.....	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.
SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 30
Five cases or more	4 95

STARCH.
THE CANADA STARCH CO., LTD.
EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.09
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, chrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamell (cold water), per case	1 50
Celluloid—boxes containing 48 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch..	.06

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH FROZEN FISH
SMOKED FISH SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

Green Vegetables

We have fresh arrivals every morning of

Lettuce, Radish, Green Onions, Spinach, Tomatoes, Cauliflower, Cucumbers, Rhubarb, Parsley, Brussels Sprouts.

Let us have a regular standing order from you. You will then be assured of Fresh Greens at all times.

ORANGES, BANANAS, GRAPE-FRUIT, FLORIDA CELERY AND CABBAGE

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

LARD

During Lent we look for a good demand for Pure Lard. "Star Brand" Lard is absolutely pure and will give your customers the best of satisfaction. Try our one-pound cartons.

F. W. FEARMAN CO., Limited

Hamilton, Ont.

ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

Order at once from your jobber, and if he cannot supply you,—then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.

Limited

Hamilton, Ontario

Sales Dept. at St. Catharines.



Have you counted on an increase in jam sales this year ?

It is well known that less fruit was put down in the homes last summer than ever before and the dealer has a wonderful opportunity of increasing his sales this year. The next fruit season is a long way off and you may be assured of a big demand if you handle **L. & B. Banner Brand Jams.** They are honest goods, made from fresh, ripe fruit, apple jelly and pure granulated sugar. Put up in sizes to suit all requirements. Our new original tumbler, which has proven such a decided success, will please your trade. Also put up in 12-oz. glass jars, as shown above, 2, 5 and 7-lb. gold-lacquered tin pails and 30-lb. wood pails.

Order your supply now. Our prices can't be beat considering quality.

LINDNERS LIMITED

340 Dufferin St., **TORONTO**

Phone Parkdale 2985

REPRESENTATIVES:

Watt. Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; C. A. Munroe, St. John. New Brunswick; W. H. Lyne Usher, Halifax, Nova Scotia, and Prince Edward Island; W. L. McKenzie & Co., Edmonton and Regina; Western office at Winnipeg.

BANNER L&B BRAND

(20-lb. boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .19

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs..... .06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key.
6-lb. toy drum, with drumsticks,
8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.60; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomate.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.
THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 80
5-lb. tins, 1 doz. in case..... 2 85
10-lb. tins, ½ doz. in case..... 2 75
20-lb. tins, ¼ doz. in case..... 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs..... 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 85
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..... 2 85
5-lb. tins, 1 doz. in case..... 3 20
10-lb. tins, ½ doz. in case..... 3 10
20-lb. tins, ¼ doz. in case..... 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.
2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case..... 3 10

SAUCES.
PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	1 90
H. P. Pickles—	
Cases of 2 doz. pints.....	3 25
Cases of 3 doz. ½-pints.....	2 25

STOVE POLISH.
JAMES DOME BLACK LEAD.

6a size, gross .....$ 2 40
2a size, gross 2 80

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan.....	3 65
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser.....	1 15

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	46
Black Watch, 12s	47
Bobs, 5's and 10's.....	36
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	58
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	39
Pay Roll, 7s	39
War Horse, 6s	49
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	39
Empire, 6s and 12s	44
Ivy, 7s	39
Starlight, 7s	39
Cut Smoking—Great West Pouches, 8s	39
Regal Cube Cut, 9s	70

TEAS.
THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s.....	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s..	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label, 1s	0 20
Blue Label ½s	0 21
Orange Label, 1s	0 22
Orange Label ½s	0 24
Brown Label 1s and ½s	0 25
Brown Label ¼s	0 30
Green Label 1s and ½s	0 30
Red Label ½s	0 60

RONUK POLISHES

——will open up new fields of business for you——every one of the Ronuk Polishes has many uses——some of them entirely new to your customers.

For instance, Ronuk Floor Polish is an excellent dressing for linoleum——improves its appearance, lengthens its life, etc.———can't you see a new field there?——people have not used a linoleum dressing before, but they will, as soon as they realize its value——and the dealer who first tells them of that value is going to build a pretty nice trade for himself.

And of course, Ronuk advertising is helping along the good work.

The first dealers to stock it will be the ones who "cash in" heaviest.

For information, prices, etc., write

RONUK FLOOR POLISH

RONUK FURNITURE POLISH

RONUK SHOE POLISH

APEX METAL POLISH

RONUK LIMITED

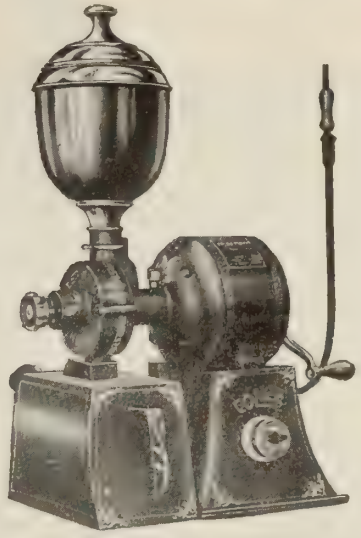
Factory, Portslade
ENGLAND

91-93 Youville Sq.
MONTREAL

Canadian Head Office
53 Yonge Street, TORONTO

Don't Buy "An Electric Coffee Mill"

Buy a COLES GUARANTEED ELECTRIC MILL



There's a tremendous difference—as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

The jar that's absolutely air-tight "*The Queen*"



The Queen Square Fruit jar is the quality jar of modern times. It does away with the use of the old, unsatisfactory screw top and gives a perfectly air-tight-seal. The mouth is large, allowing the preserving of whole fruit and the top is adjustable, easily sealed, easily opened.

Handsome eight-color window display free with every five gross of Queen Square Jars. Be sure to buy Fitz-em-all Rubber rings. They fit all jars, all sizes.

Jimmy jar opener and 1st prize preserving and canning recipes of all fruits and vegetables with every dozen of Queen Square Jars.

MANUFACTURED BY

Smalley, Kivlan and Onthank

BOSTON, U.S.A.

For sale by all good wholesalers

"Cow Brand" success is never doubted



Housewives have absolute confidence in the baking results when they use **Cow Brand Soda.** For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

CHURCH and DWIGHT

Limited

Manufacturers
MONTREAL

This is the Sauce

that is **imitated** for its piquant qualities and appetizing deliciousness but **never equalled.** It is the sauce of the connoisseur and the family, and is a favorite wherever introduced.

Remember the name—Paterson's Worcestershire Sauce.



ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTERS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

ORANGE MARMALADE
BANNER BRAND.

	Price Doz.	Shipping W'ght Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	33
Special Tumbler, 2 doz. to case	0.95	30½
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.
MINTO BROS., LIMITED,
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Labell, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	70	1 00

JAMS AND JELLIES.
T. UPTON & Co.

Pure Fruit Jams—Raspberry and apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per dozen; o. 2 tins, 2 dozen in case. $1.90 per doz.; No. 5 tin pails, 9 pails in crate 37½c. per pail; No. 7 tin pails, 6 pails in crate, 57½c. per pail: No. 7 wood pails, 6 pails in crate, 52½c. per pail; 30 lb. wood pails, 7¼c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant and pineapple flavors, 9-oz. glass tumblers, 2 doz, in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $0 90

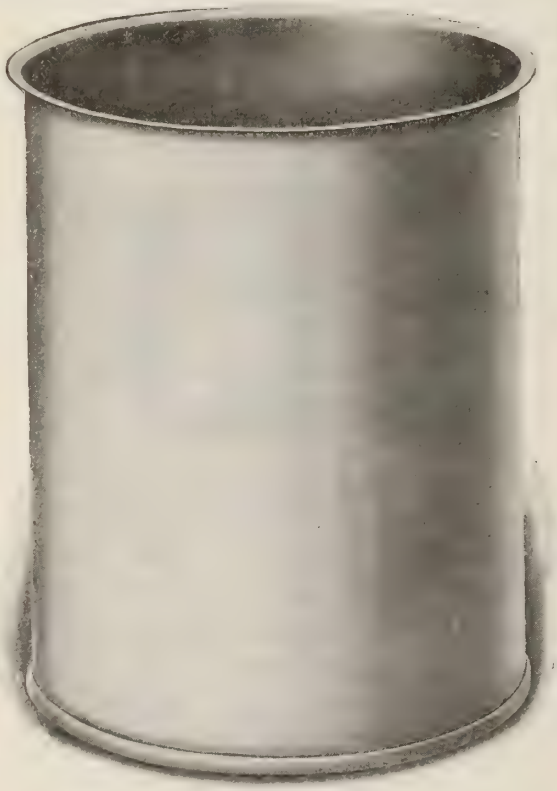
List Price.

"Shirriff's" (all flavors), per doz... 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages 1 15



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Make yours a neat, attractive, trade-pulling store with "Walker Bin" Fixtures

Get the most out of your store space. Don't make customers wade through an unsightly mass of boxes, baskets, etc., piled round on the floor. Make shopping a pleasure for your patrons—display your goods scientifically, get the most out of your display space. A "Walker Bin" System will save 25% of your floor space, improve your service 100%, and make selling a real pleasure. It pays for itself in a short time.
We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

Walker Bin & Store Fixture Co.
LIMITED
Berlin, Ont.

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty, Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS



Store of J. E. B. Wilkinson, Saskatoon, Sask.





We carry a complete line of high-class groceries

We Specialize on "Royal Shield"

Not only do we manufacture and specialize on Royal Shield goods—Teas, Coffees, Baking Powders, Jelly Powders, Extracts, Spices, etc., but we are noted for our excellent values in all kinds of groceries, staple and fancy—dried fruits, canned goods, sugars and everything used in the kitchen of the home.

Our service is the best.
We aim at promptness.

Campbell Bros. & Wilson, Ltd.
WINNIPEG. (Established 1882)

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON, LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Wholesale Grocers and Importers

Buyers' Guide

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

FRUIT PULPS

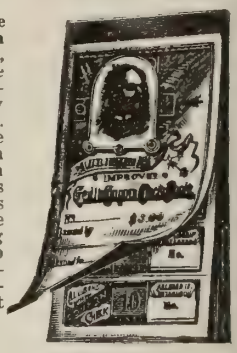
OF ALL KINDS

FRESH BITTER ORANGES and LEMONS PEELS IN BRINE.

F. KESSELL & CO. 7-8, The Approach

London Bridge, London, Eng.

ALLISON COUPON BOOKS



Minimize the Risk of Loss on Credit Accounts, and bring in the money QUICKER—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business — and Allison Coupon Books cost almost nothing.

HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For Sale Everywhere by the Jobbing Trade. Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality

Most Reasonably Priced

"Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.

Agents Montreal

COMTE'S

Satisfaction and profits with every sale. We want more agents. Write

Augustin Comte & Co.,

Limited, P. O. Box 2963, MONTREAL

COFFEES

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish trade.

When writing advertisers kindly mention having seen the ad. in this paper.

HEADQUARTERS FOR

MAPLE FLAVOR

bulk only

Thomas Henderson, Manufacturing Chemist.

86 Fulton St. NEW YORK

MACKINTOSH'S TOFFEE

Made in Halifax, England

"THE TOFFEE THAT SELLS"

FINCH'S PATENT FLY TAPE

For Season 1914. Agents Wanted. Write—

Edward Kidd & Co. 1090 Hamilton St. Vancouver, B.C.

It's our business

to buy supplies and materials for bakers, confectioners, etc. We can supply you with the best of anything and everything at lowest prices. We can best advise you, because we are buying all the time. Write now.

The Biscuit & Cracker Mfrs. Co.

105 Hudson St. New York City

EGG FILLERS

12-DOZ. EGG CASES

The Trent Mfg. Co., Limited

Trenton, Ontario, Canada

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.



TANGLEFOOT

The Sanitary Fly Destroyer—Non-Poisonous

Gets 50,000,000,000 flies a year—vastly more than all other means combined. Poisons are dangerous.

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good—More." Order a case from your jobber to-day.

HOLLAND RUSK COMPANY

HOLLAND, MICH.



CLASSIFIED ADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

NOVA SCOTIA — COLLECTIONS MADE throughout Province. Owen and Owen, barristers, Annapolis Royal.

WANTED

MILK WANTED—A REGULAR SUPPLY OF skim milk or surplus milk of any kind. Box 38, Canadian Grocer, Toronto.

TRAVELLERS WANTED—FOR BISCUIT Manufacturer. Representatives required in Eastern and Western Ontario, Niagara Peninsula, Quebec and Maritime Provinces. State experience, age, salary, etc. Box 39, Canadian Grocer. (3t)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Some Dealers Raise A HOLLER



when they come across some old unpaid accounts, other dealers quietly hand their accounts over to us and we collect the money. **Absolutely no charge** if we do not collect.

Send for forms to-day.

THE NAGLE MERCANTILE AGENCY
Westmount, Montreal - Que.

RICHARD'S QUICK NAPTHA SOAP

She saw it in his window

The housewife had heard about the easy washing qualities of **Richard's Quick Naptha Soap** and then seen a display—the result was a sale—then more sales; she also bought other groceries.
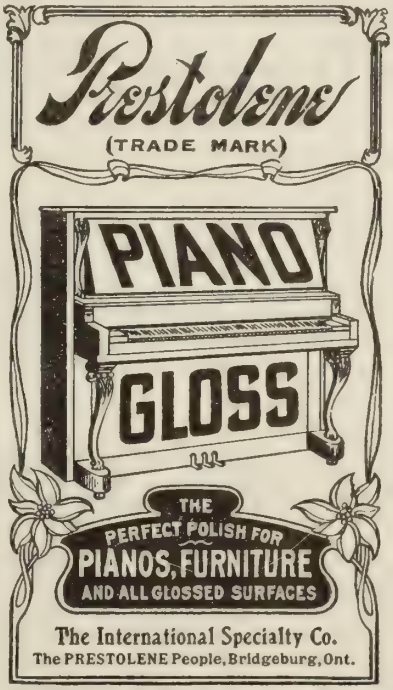
Always keep a good stock of **Richard's Soap** on hand display and recommend. You get 26½% profit.

Order from your wholesaler.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene
(TRADE MARK)



The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

CIGAR EXCELLENCE
BEN BEY
10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but **smoke good.** Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited
MONTREAL

When writing advertisers, kindly mention having seen the ad. in this paper.

The Backbone

of a grocer's business is Sales. The backbone of sales is dependable goods; and for this reason Fels-Naptha soap is a maker (and a helper) of sales.

Anyone can prove this by simply trying Fels-Naptha Soap according to the plain directions on the red-and-green wrapper.





Length, 425 feet. Height, 115 feet. Capacity: 200,000 Barrels a year. Depth, 120 feet.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Frontenac Beer is Selling

Have you a stock? The new ½-doz or full dozen cardboard package enables customer to carry it home under the arm. An idea appreciated both by latter and retailer.

Canada's Largest Brewery wants to do business with you.

THE FRONTENAC BREWERIES LIMITED, MONTREAL

Did It Ever Occur to You

that good coffee is the drawing card of a grocery business?

Just put in a line of Chase & Sanborn's High-Grade Coffees and you will find people come from the extreme ends of your town for it—and incidentally purchase other commodities.

CHASE & SANBORN

COFFEES

MONTREAL

INDEX TO ADVERTISERS

A

Allison Coupon Co. 62
Anglo-B.C. Packing Co., Ltd 9

B

Baker & Co., W. 62
Balfour-Smye & Co. 12
Beard, M. D. 14
Beauchamp, Claude 15
Benedict, F. L. 62
Bickle, J. W., & Greening... 55
Biscuit & Crackers Mfrs. Co. 62
Borden Milk Co. 3
Brantford Showall Co. 52

C

Campbell Brokerage Co. 14
Campbell Bros. & Wilson, Ltd 61
Canada Starch Co. 24
Canadian Fishing Co., Ltd... 57
Canadian Salt Co. 22
Cane & Co., W. 10
Catelli, Ltd. 50
Chase & Sanborn 64
Chivers & Sons .....
Inside back cover
Church & Dwight 59
Clark, Ltd., W. 11
Coles Mfg. Co. 59
Comte's Coffee 62
Connors Bros. 56
Continental Bag & Paper Co. 22
Cornish, E. O. 14
Crescent Mfg. Co. 15

D

Davidson-Bowles 14
Dickeson & Co., R. 53
Dominion Canners, Ltd. 5
Dominion Molasses...Back cover
Dominion Salt Co. 16
Duncan & Co. 12

E

Emerson, Bamford & Co. ... 62
Escott & Co., W. H. 14
Estabrooks Co. 21
Eureka Refrigerator Co. 23

F

Fardon's Vinegar 13
Fearman, F. W., Co. 57
Fels & Co. 63
Fenwick, Hendry & Co. ... 55
Fretey, Ltd. 34 35
Frontenac Breweries, Ltd.... 64
Furuya & Nishimura 4

G

Gilmour Soap Co. 21
Gorman, Eckert & Co. 9
Guelph Soap Co. 16
Gunnenhime & Co. 21

H

Hamblin, Brereton Co. 14
Hamilton Cotton Co. 12
Hargreaves, Ltd. 7
Henderson, Thomas 62
Hillock & Co., John 7
Holland Rusk Co. 62

I

Imperial Oil Co. 55
Imperial Tobacco Co. 17
International Specialty Co. .. 63
Irish Grocer 62

K

Kathwell, J. 48
Keith & Sons 53
Kessel Co., F. 62
Kidd & Co. 62
Kilgour Bros. 4
Kirkwood & Son 16

L

Lambe & Co., W. G. A. 14
Laporte, Martin, Limited .. 65
Lawrason Co. .....Front cover
Leadlay, Ltd. 14
Leeuw, Henri de 14
Leitch Bros. Flour Mills, Ltd 4
Lemon Bros. 53
Lindners, Limited 58
Litster Food Co. 52
Lothian & Co., W. B. 15

M

MacNab, T. A., & Co. 15
McCabe, J. J. 53
McGregor, O. P. 4
Magor, Son & Co. 24
Malcolm & Son, Jno. 54
Mathieu & Co., J. L. 15
Millman, W. H., & Sons..... 14
Morrow & Co. 14
Mott, John P., & Co. 54

N

Nagle Mercantile Agency 63
Nelson & Co. 13
Nicholson & Bain 51
Nickel Plate Stove Polish... 12

O

O'Neale, I. A. 14
Oakey & Sons, John 15
Ocean Mills 22
Oscar Onken Co. 19

P

Paterson & Sons, R. 7
Patrick & Co., W. G. 14
Pennock, H. P., & Co., Ltd.. 14
Perrin & Co., Ltd., D. S..... 2

R

Rennie, Wm. 4
Richards Soap Co. 63
Rock City Tobacco Co. 4
Ronuk, Limited 59
Rowat & Co. 60
Royal Baking Powder Co... 51
Ruttan, Alderson & Lound .. 14

S

St. Lawrence Sugar Refining Co. 7
Salada 23
Sanitary Can Co. 60
Schneider & Son 53
Smalley, Kivlan & Outhank.. 59
Smith & Son, E. D. 3
Somerville, Robert W. 14
Spurgeon, H. G. 14
Stevens-Hepner 8
Stuhr, C. F. 15
Sugars & Canners 20
Symington & Co., Thos..... 12

T

Tanglefoot 62
Tarbox Bros. 23
Thum Co., O. & W. 62
Tippet, Arthur P., & Co. 1
Toronto Salt Works 62
Trent Mfg. Co. 62
Tucketts, Limited .....
Inside front cover

U

Upton Co., The T. 57

W

Walker Bin & Store Fixture Co. 61
Walker, Hugh, & Son 57
Warren, G. C. 14
Watson & Truesdale 14
Wellington Mills 15
Western Salt Co. 9
Wethey, J. H., & Co. 57
White & Co. 55
White Swan Co. 49
Whittemore & Co. 8
Wiley, F. H. 14
Woodruff & Edwards 22
Woods & Co., Walter 1

Y

Youngheart & Co. 63

Imported

Alimentary Specialties

Feyret & Pinsan
Bordeaux, France

Feyret & Pinsan is one of the largest and most modern concerns in France, putting up specialties of the very highest quality, goods which to-day have a world-wide reputation. Closest attention is paid to the sanitation of the large factories and all raw material used is put through a severe test as to quality before it ever is put through the successful "Feyret & Pinsan" process.

FEYRET & PINSAN OLIVE OIL, 10 1-gal. to case.

Mustard Assorted, 24 btles to case, 48 ½ bot. to case.
Fine Herbs, 24 btles to case, 48 ½ bot. to case.
à L'estragon, 24 btles to case, 48 ½ bot. to case.

ANCHOVIES IN OIL AND BONELESS

24 1/8 btle to case. 24 ¼ btle to case.
12 ½ btle to case. 12 2-3 btle to case.

BIGARREAUX (RED HEART CHERRY) in MARASCHINO.
12 1 litre to case. 24 ½ litre to case.
48 ¼ litre to case.

PELURES DE TRUFFES, TRUFFES BROSSEES en ½, ⅛, 1-16.

SARDINES, "LE PILOTE, Petit Caporal, Briand, etc.

MUSHROOMS "Specially packed to order." Extra choix, 1 er choix, choix, Hotel, 100 ½ kilo to case.

PRESERVED MEATS in tins.
Purée de Foie Gras
Patés de Foie Gras.
Patés de Gibier, etc.

"BAR LE DUC" Jams, 6 doz. to case.

WRITE, PHONE, WIRE.

Laporte, Martin, Limitee
568 St. Paul Street,
MONTREAL, QUE.
Tel. Main 3766.

An Era of Expansion

Canadian Grocer believes that the Spring of 1914 will mark the beginning of a new era of prosperity and expansion for Canada.

Liabilities have been liquidated. Stocks have been reduced, and now with the remarkable improvement in the money market since the first of the year, a favorable Spring will see business revive with a rush.

In anticipation, we are making our Annual Spring Sales Number an

Expansion Issue

replete with suggestions for looking after and taking advantage of the increased new business the Spring and Summer of 1914 will bring forth.

The stories of scores of the most progressive grocers in Canada will be told, how they have increased their business as a whole as well as their several departments.

Every reader will find in every page some idea he can use to improve his sales campaign in the next few months.

Enthused by the success of others and improved trade they will look for your advertisement in this issue. They will expect you to enlarge on the merits of your goods and post them on their selling points.

We Have a Plan

It is new. It is sound and it turns on this expansion idea. Write us for particulars. We will be glad to explain it to you and you incur no obligation by writing us for particulars. Why not now. Address

CANADIAN GROCER

Publication Office, 143 University Ave., TORONTO

Makers of Jams **to H.M. King George V.**

By Appointment

CHIVERS' JAMS

Be Sure You Get the Histon Brand

and Marmalades

Famous the world over for Purity, Quality, and Flavour.

Made in silver-lined pans under ideal hygienic conditions at the famous Orchard Factory.

Fresh Fruit and Refined Sugar Only.

NO PRESERVATIVES.

NO ARTIFICIAL COLOURING.

Put up in glass jars, cans, and pails.

Grocers everywhere report increasing sales.

Stock Chivers' Orchard Factory Jams and get the cream of the trade. Now is the time to buy.

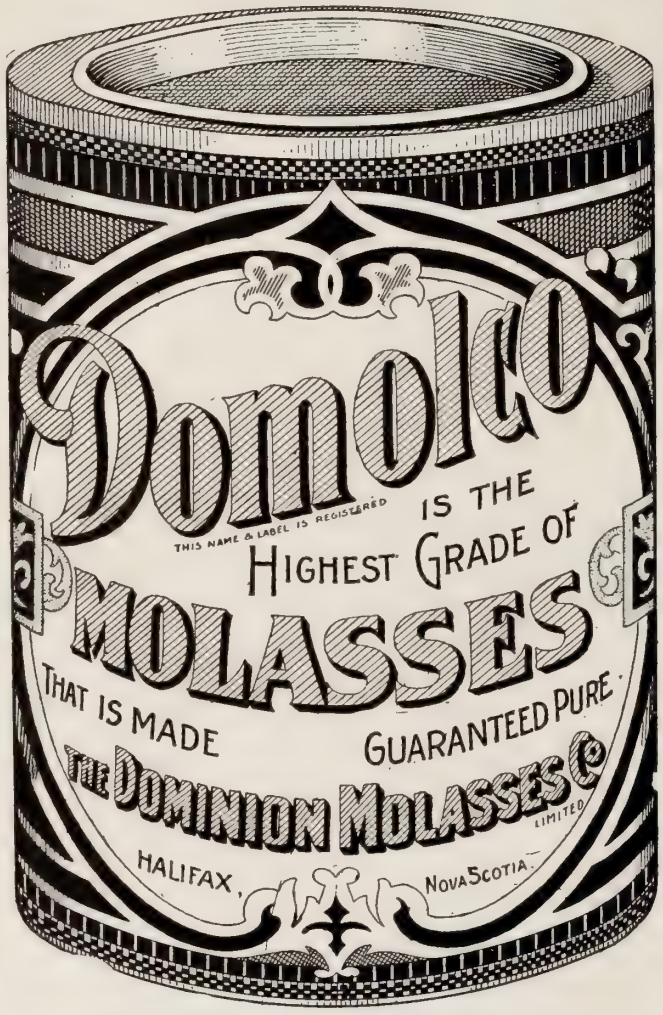


For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LIMITED
57 Water St., VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St., MONTREAL
(Canada and Newfoundland)

Down Barbadoes Way



ON the little Atlantic Island of Barbadoes, whose location is most conducive to the luxuriant growth of all things tropical, grows the extra fine quality of sugar cane which produces the Domolco Molasses.

BARBADOES Molasses in its crude state is a wholesome food, but we are not content with this, and by our own process remove all impurities before canning, leaving it truly the purest, most wholesome, palate-tickling molasses on the market for both table and cooking purposes.

WE absolutely guarantee Domolco to be pure and of superior quality. Prices sent on request.

This molasses has been advertised extensively, and has a big sale throughout the Dominion. Why not take advantage of this advertising and fill the desire already created for "Domolco"?

The Dominion Molasses Co., Limited

HALIFAX, N.S.

THIS IS THE 1,370th ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, MARCH 13, 1914. No. 11

Wait for the man with

ROSE BRAND JAMS
Jellies and Catsups



THE new process used to give you "Rose Brand" Catsups is the ideal one, as it incorporates into the bottles the natural flavor of sun-ripened tomatoes. It tastes "JUST LIKE MOTHER USED TO MAKE," but it is much purer, for it is handled entirely by automatic machinery. It never touches human hands.

It is attractively labeled. The package is distinctive. We have done our best to give you a rattling good catsup. The flavor is in the bottle and the sales are in your store.

Are you going to be the first in your town to stock this new line?—the one for which there will be a big demand.

Here's the best news yet. THE PRICE IS ATTRACTIVE. Now let us hear from you.

Fretz Limited
HAMILTON, ONTARIO

AMOS B. GORDON CO., Toronto
General Sales Agents

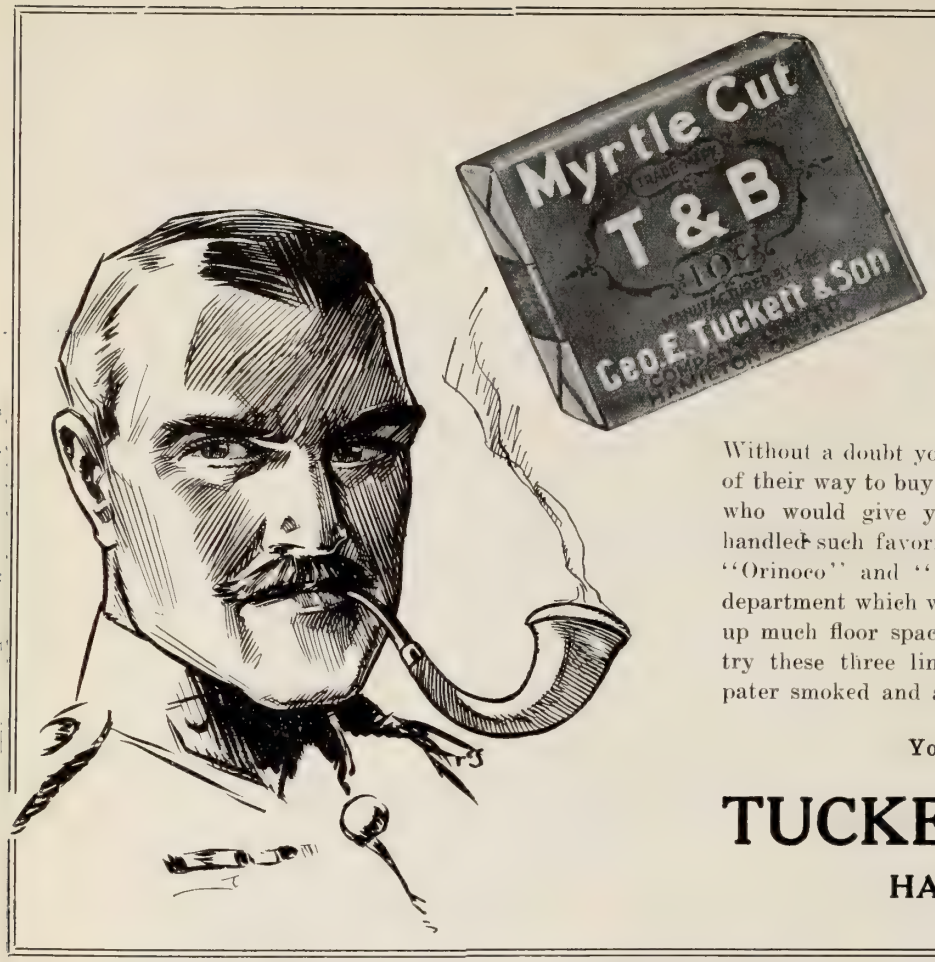
A. A. ADAMS, Agent for Hamilton, Ont.

Our two new factories give us an unlimited capacity. Your future orders for "Harvest" and "Fretz" brands canned fruits and vegetables and pure jams will be filled with fresh goods packed in 1914.



"ROSE BRAND" jams are made in the following flavors: Strawberry and Apple; Raspberry and Apple; Peach and Apple; Crab Apple; Black Currant and Apple; Plum and Apple.

FEATURING—INCREASING BUSINESS DURING LENT



The good old

T & B

Myrtle Cut

Without a doubt you have scores of customers who go out of their way to buy their tobacco from the tobacconist and who would give you this patronage as readily if you handled such favorite blends as Tuckett's "Myrtle Cut," "Orinoco" and "Our Seal." For a real live tobacco department which will make money for you without taking up much floor space or involving a big outlay for stock, try these three lines. Myrtle Cut is the tobacco your pater smoked and appreciated

Your wholesaler has it.

TUCKETT LIMITED

HAMILTON, ONT.

THE NAME "FAIRBANK" MEANS SOAP SURETY



GOLD DUST

is a success everywhere. You can make it a success in your store if you push it. It pleases the customer because of its cleansing power. It pleases the dealer because of our extensive, expensive, persistent, insistent advertising, which reaches everywhere and stimulates demand.

GOLD DUST practically sells itself.

MADE BY

The N. K. Fairbank Co., Limited

MONTREAL

"Just as Good" means absolutely Not as Good!

You can pay a competitor no greater compliment than by comparing the worth of your goods with his, and likewise you can offer a woman no greater insult than by confronting her with "something just as good," when she knows what she wants and has come to your store to get it.

Moral—"Give them what they ask for."

The

"Thistle Brand" Fish

The "Thistle" Label on Haddies, Kippered Herring, Herring in Tomato Sauce and Tunny Fish, is known by the buying public as a guarantee of cleanliness, genuineness and natural flavor of the freshly-caught, instantly-canned fish; all the rich ocean flavor is fully retained. They are the kind that makes customers want more.

"Griffin & Skelley" Sterilized Prunes

Griffin & Skelley pack **only** Sterilized Prunes—Sterilized with hot steam—Not dipped—No abnormal shrinkage—when "Sterilized" in this way. If seeking highest quality in Canned Fruits, be guided by the reputable name of "Griffin & Skelley," and you'll be absolutely safe.

The Best Only
Always the Best

The French Macaroni

The germ of the best wheat—the gluten — is the foundation on which the high quality of "CODOU" Macaroni rests. Added to this is the skill acquired by a life-time of experience in manufacturing.

Made by Felix Codou

It is very delicate and tender. Beware of imitations. See that the name "Codou" is on every package.

Arthur P. Tippet & Co., Agents

Montreal, Que.

Actual Photo of Perrin's Dairy Cream Sodas

Actual Photo of Box



Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine

10c Red Label

25c Cardboard

30c Tin

also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA

E.D.S. Orange Marmalade is as pure and good as E.D.S. Jams and Jellies

This is the Marmalade-eating season and customers are buying in large quantities. If you are open for a good share of the marmalade trade you should put up some good displays of the reliable E. D. S. quality. The quality of E. D. S. products never changes—always pure and delicious. The public know E. D. S. quality, and the new season's pack of Marmalade will be more in demand than ever.

Made only of finest Seville Oranges and pure cane sugar. Very rich and clear.

Order from your wholesaler.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.



Whip up Profits

with **St. Charles Evaporated Milk**—the milk that can be whipped to a froth. It contains a large percentage of butter fat. St. Charles is the ideal milk for all culinary purposes. Most delicious with Coffee, Chocolate, or with Fruits, Puddings, Cakes, Etc.

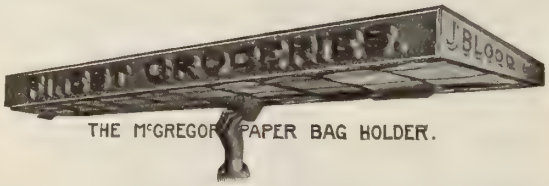
Most people are acquainted with the **Borden** "Quality" Milk Products, but a suggestion to your unacquainted patrons will close the sale and create a good impression. People like buying from a dealer who makes it a point to know the goods he is selling.

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL
Branchoffice: No. 2 Arcade Building
Vancouver, B.C.



JAPAN TEAS
Furuya & Nishimura

A store convenience — costs little — gives big service



THE McGREGOR PAPER BAG HOLDER.

Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one.

Write for Prices and detailed particulars.

Selling Agents for Canada: KILGOUR BROS. 21-3 Wellington St. W., Toronto

O. P. McGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

Our Wholesale Grocery Service has no equal for Westerners



Every line of goods bearing the Royal Shield trademark can be fully relied upon to give absolute satisfaction. It is backed by our guarantee, and is but one line of our great chain of service to the West.

We import and manufacture all goods under the Royal Shield Brand. Sort up your stock of canned goods now with a few lines from the Royal Shield Brand. They will pay you well.

Campbell Bros. & Wilson, Ltd.
WINNIPEG. (Established 1882)

Campbell, Wilson & Adams, Ltd.
SASKATOON

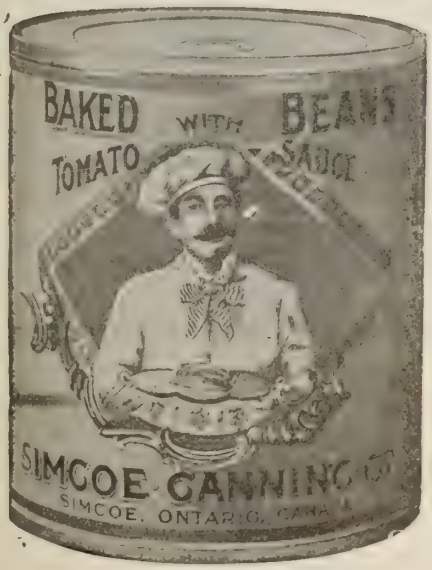
Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON, LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

We Import Our Own Goods







Keep them to the front

WHEN your customers complain about the increasing cost of living, introduce **SIMCOE BAKED BEANS**. One tin makes a meal for an entire family. Tell them about the wholesomeness of the Simcoe Brand as a diet, and of the delicious true-to-Boston flavor. Explain that only the best selected beans are used, and that there is not another brand on the market over which greater care is exercised than in the cooking, flavoring and packing of SIMCOE BAKED BEANS.

KEEP them to the front. For quality and purity there is none better. Put up in sizes to meet all requirements. SIMCOE BAKED BEANS can be had either plain, with chili or tomato sauce, and **every tin is guaranteed.**

ATTRACTIVE Advertising Matter, cut-outs for window displays for the asking. Drop us a card **right now.**

PUSH the SIMCOE BRAND. It is the Brand of Quality.

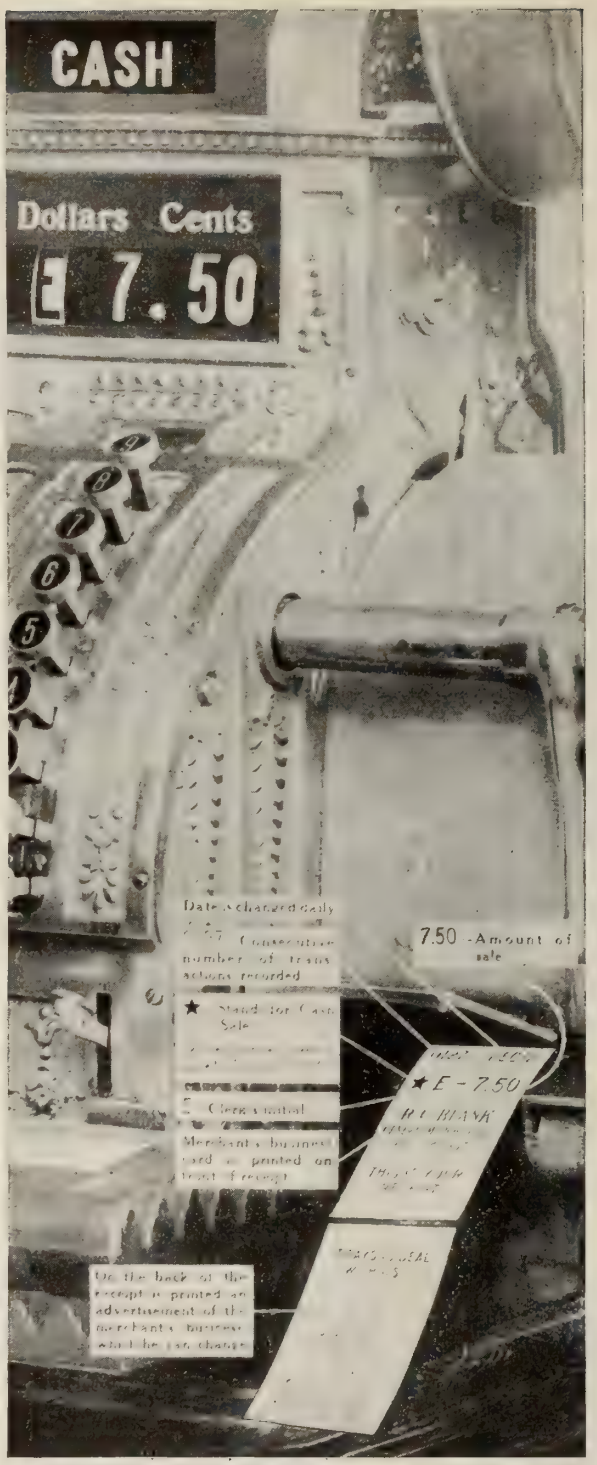
New Pack—Better than Ever

Dominion Canners Limited

Hamilton, Ont.

The N.C.R. Receipt Benefits Merchants In 10 Ways:

1. It increases profits.
2. It stops mistakes and losses.
3. It advertises their business and increases trade.
4. It is plainly printed and cannot be changed.
5. It guarantees a printed record of every article sold.
6. It tells the date the sales were made.
7. It protects employees against temptation.
8. It shows which employee is most efficient.
9. It shows in dollars and cents the same amount that is recorded inside the register.
10. It enforces correct records which cannot be lost or destroyed.



The C.N.R. Receipt Benefits Clerks In 10 Ways:

1. It removes temptation.
2. It makes clerks more accurate.
3. It prevents unjust suspicion.
4. It helps clerks make good records.
5. It prevents disputes with customers.
6. It prevents forgetting to charge goods.
7. It enables clerks to wait on more customers.
8. It furnishes accurate records of each clerk's sales.
9. It prevents one clerk being blamed for another's mistake.
10. It helps to prove the clerks' honesty, accuracy and ability.

If merchants knew of these 10 benefits, they would give N. C. R. receipts for all money taken in.

We make cash registers for 286 kinds of businesses.

If clerks knew of these 10 benefits, they would want N. C. R. receipts used in all stores.

National Cash Registers print many different kinds of receipts.

They are a necessity wherever money transactions take place.

Considering what they do, National Cash Registers are the lowest-priced machines sold in the world.

The National Cash Register Company

285 Yonge St. - Toronto

Canadian Factory, Toronto

100 per cent.

is a good return for any investment. When you put your money in

St. Lawrence Granulated

You get a sugar that is 100 per cent. pure cane.



Have No Hesitation

in recommending to your best customer

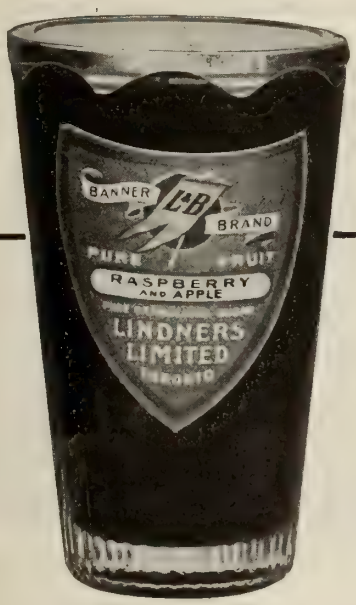
'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.



BANNER L&B BRAND

—*The Marmalade in the tumbler that is making sales hum*

People enjoy L & B Banner Brand Marmalade because of its rare delicacy and purity. It is made of best Seville oranges and pure cane sugar. Attractively put up in our original tumbler container. They make splendid displays and their utility will at once appeal to your patrons.

Stock this quality marmalade to-day and make your sales hum.
Ask your wholesaler for price list.

Lindners Limited

340 Dufferin St., - TORONTO

Phone Parkdale 2985

REPRESENTATIVES:

Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; Western office, 306 Ross Ave, Winnipeg.



Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space

Every dealer knows the value of good display of goods. He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a **"WALKER BIN" SYSTEM?** It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

WALKER PATENTED BINS

Walker Bin & Store Fixture Co.
LIMITED
BERLIN ONTARIO

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty Co., Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

In One Year Ford Builds

300,000 Gasolene Cars

A Million Cars of All Makes Now In Use

They buy a hundred million gallons of gasolene a year.

Don't you want some of this business?

You have the first chance at it—are you going to wait till opportunity kicks your door open or will you get the gasolene trade through the BOWSER DOOR?
Motorists look for the *Red* Bowser pump. The merchant with a Bowser gets their trade.



Opportunity: "I want 10 gallons of gasolene."

Merchant: "Certainly! I'll run around to the back yard and bring you a can. It'll only take a few minutes."

Opportunity: "Why, I thought you had a **Bowser!** Never mind—I'll not bother you today. I'll go on until I locate a **Bowser Pump.**"

BOWSER ESTABLISHED 1885

gives you all the profit there is in gasolene. The "Old Way" wastes the profit.
Write us and we'll show you how to make money.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue, - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

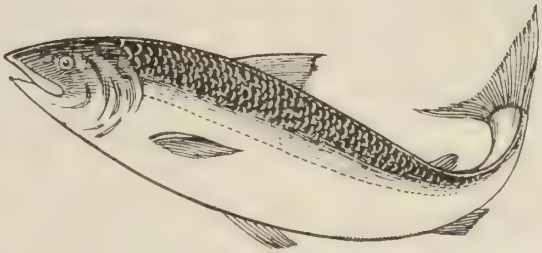
Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc. Established 1885.

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**







Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately

Quality is Our First Consideration



Counter Cabinet Style—Closed

SPECIAL NOTICE: The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There are not and never have been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement, as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

(Signed) Barr Registers, Ltd.

You need a Barr Account Register—and good reasons why

The Barr Account Register is helping many a live merchant to overcome trouble and worry in the handling of his credit accounts.

The Barr Account Register will pay for itself over and over again in the collecting of accounts which you may have transferred to the "no good" list.

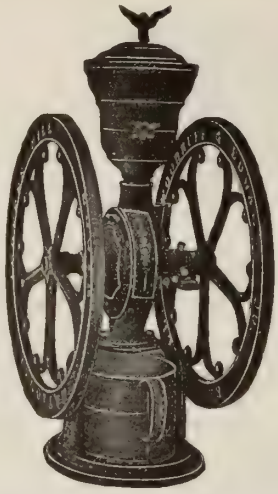
The Barr Account Register will pay for itself in the saving of time and labor and in retaining the good-will of your customers—remember that satisfied customers are likely to be constant customers.

Take the big step forward to-day. It means money to you.

Write us for full information about the Barr Account Register and learn of the time and labor-saving features that it contains, and which are not found in other account registers.

BARR REGISTERS, Limited
TRENTON, ONTARIO

Great Britain: Head Office, Dacre House, 5 Arundel St., Strand, London, W.C. Factory, Birmingham.

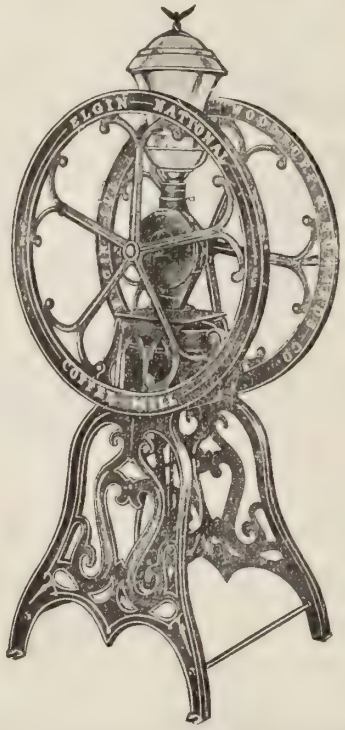


3¼ pounds of Coffee ground in 1 minute

This is what the larger **Elgin National Coffee Mills** will do—smaller sizes in proportion.
Dealers certainly appreciate this speed and those who have taken the trouble to investigate this and the many other exclusive features of the "Elgin" know for a certainty that it cannot be beat and that is why so many have the "Elgin."
Elgin National Coffee Mills are fitted with special adjuster and new force feed STEEL CUTTING grinders.
Write to any of these jobbers for illustrated catalog containing prices. Don't delay—Act to-day!

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros.
MONTREAL—Minto Bros.; The Canadian Fairbanks Co. (and branches.
QUEBEC—Minto Bros.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Limited.
FERNIE, B.C.—The Western Canada Wholesale Company, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.; Empress Manufacturing Co.

Made by **Woodruff & Edwards Co.,** Elgin, Ill., U.S.A.



There is None to Beat



For over half a century this Baking Powder has—and is NOW—recognized as a leader for excellence, purity and highest quality.

It is made from PURE GRAPE CREAM OF TARTAR and is **absolutely free** from Alum and other deleterious substances.

MADE IN CANADA

W. D. McLAREN, Limited, Montreal



Show Snap in your window
show it on your counters

Every household is a prospective user of **"Snap"** the hand cleaner superb. It removes instantly all kinds of stains and dirt without the slightest injury to the most tender skin. Every dealer should carry **Snap.**

Snap Company, Limited
Montreal

Clark's Pork and Beans

If you desire, Mr. Grocer, to economise your time, if you wish to please your customers, if you are anxious to increase your Bean Trade, you can use no better method than selling



Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE



The Standard Quality sells with the least effort.

CLARK'S ARE THE HIGHEST STANDARD. The simplest way to please your customers is to give them the best.

CLARK'S ARE THE BEST.

QUALITY GOODS MEAN SATISFIED CUSTOMERS. THE RESULT IS SURE. TRY IT OUT WITH CLARK'S.

W. CLARK, LIMITED, MONTREAL

Right Now

YOUR sales of canned goods should be increasing. The prices are the lowest they have been for years. Let us replenish your stock with **TARTAN BRAND**—the brand that has stood the test of years—it cannot be beat for quality and purity.

Introduce the **TARTAN BRAND** to your customers—they will appreciate your regard for their interests.

The majority of "quality" grocers from Hamilton to Vancouver handle the TARTAN BRAND. Are you one of them? It will pay you to get into line.

Book 1914 Canned Goods with us. We will protect you fully.

Tartan BRAND

THE SIGN OF PURITY

Groceries, Spices, Canned Goods, etc., etc., etc.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON, ONT.**



A reputation of over half a century

is behind our line in Pickles, Sauces, Chutnies, Salads, French Capers, Olives, etc. Quality is the predominating feature. Attractively put up, they will prove quick sellers. Get terms at once from Canadian Agents,

FRANK BENEDICT & CO.
Craig St., Montreal

THE
Perfection Preserve Company
Long Lane London, S.E.

"ZIP"



The King of Hand Cleaners

Why not put in a trial lot? There is a special selling plan with it.

The quality is there in every way, and profit for you makes it even more attractive.

Ask our Agent.

The Zip Mfg. Company, - Sutton, P. Q.
AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.



Brooms must follow the corn

A few years ago, most grocers will remember, the broom corn crop was a decided failure and brooms bounded up in price. To-day the same condition exists and brooms are sure to reach a price much more advanced than they are now.

Pansy Brooms are the quality brooms

And as such will have an increasing sale the higher that brooms go in price, because a few cents more on a quality-broom pays well. The higher the price the more careful the housewife is in her selection, with the result that Pansy Brooms are the unanimous choice. Stock up now before they go higher.

H. W. Nelson & Co. Limited
TORONTO

Two Warm Favorites!

Nearly 40 years' "Good-will" stands back of these two products—Good-will based on solid merit, sensible advertising and fair dealing.



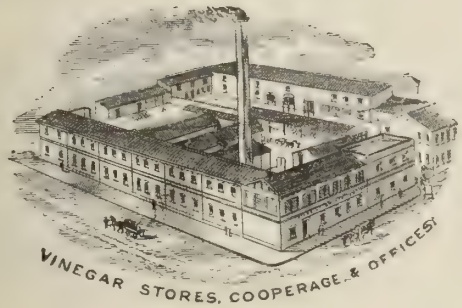


It's easy for the progressive dealer to "cash in" on this good-will. Just let your particular trade know that you stock Melagama Tea and Coffee, give them a window now and then, and they'll prove the steadiest, most satisfactory sellers you've got.

Remember we pay freight and guarantee sales. Send us your order. All orders shipped same day as received.

MINTO BROS., LIMITED

45 Front St. East, TORONTO


VINEGAR STORES, COOPERAGE & OFFICES


Mr. W. E. Wigmore
(Special Representative)


BREWING DEPT. & GRANARY

PRELIMINARY NOTICE

During April and May our Mr. W. E. Wigmore, straight from this country, will visit all centres east of Winnipeg.

He will carry special low quotations for our guaranteed Pure Malt Vinegar and High-grade Sauces for Summer delivery—it will pay you to inspect his samples and hear what he is coming across the "herring pond" to tell you.

Let us get into touch. Your letter heading pinned to this advertisement and addressed to us will bring our representative straight to you.

FARDONS' VINEGAR CO., LIMITED

BIRMINGHAM, ENGLAND

Pure Malt Vinegar Brewers and Manufacturers of Worcestershire Tomato and Fruit Sauces.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Established 1859.
GEO. STANWAY & COMPANY
Toronto
Ontario representatives for
D. S. PARTHENOPULO
Patras, Currants
Importers of Texas Rices, White Beans, Lentils, Imported Canned Goods, etc.

ON SPOT
Valencia Raisins, Dates, all kinds, and Evaporated Apples.
W. H. Millman & Sons
TORONTO and VANCOUVER.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers.
51-53 Wellington St. W., Toronto

Agencies Wanted
I solicit representation of good Grocers' Druggists' and Confectioners' lines.
M. D. BEARD
15 Jarvis St. TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto
We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

Henri de Leeuw, Merchandise Broker,
28 Front St. E., Toronto, Montreal, Halifax; representing Georgiades & Co., Patras, Greece, Currants; Antoine A. Capponi, Smyrna, Sultanas; Jose Romany Aranda, Denia, Spain, Valencias.
Ask me prices, and my special conditions.

ONTARIO.

COLLECTIONS!
Accounts and claims of every nature collected everywhere. Send for free booklet C and forms.
COMMERCIAL COLLECTION CO.
77 Victoria St., Toronto, Ont.

ROBERT W. SOMERVILLE
34 Yonge Street, Toronto
Broker and Manufacturers' Agent
Canned Goods a specialty.
Write or wire for quotations.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG.
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 years.
Domestic and Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers and Importers
"Foster-Clarke's Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG, MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

NOVA SCOTIA.

Are You Represented in Sydney?
Am open to accept a few good lines on commission in Cape Breton. Best territory in the Maritime Provinces. Know trade thoroughly. Good reference.
P. A. O'NEALE, Manfrs. Agent
SYDNEY, N.S.

Manufacturers' Agents and Brokers' Directory

(Continued.)

QUEBEC.

Agencies Wanted

We know the retailers as they should be known. Do you want our connection? Only quality lines handled.

W. B. Lothian & Co.
B32 Board of Trade Building,
MONTREAL

QUEBEC.

SPLENDID CONNECTION
Amongst the Jobbers and Retailers
I am open for a few more agencies, and can handle them to advantage.
Have You a Line of Candy Gross Goods?
CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S, - - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

A Wonderful Flavor



MAPLEINE
Sold and advertised from Portland, Me., to Portland, Ore. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.

Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

BRAND  STUHR.

STUHR'S
CAVIARE
FILLETED ANCHOVIES
(in Brine).
ANCHOVY PASTE.
Sold by all High-Class Provision Dealers.
O. F. STUHR & CO., Hamburg.
Indents through European Exporters only.

ARCTIC

Are you ready for the hot weather?



With one of our handsome refrigerators, say the one here shown, number 157, you will be prepared for the hottest days in Summer, and know that your perishable goods will save.

Catalog on request.

It is fitted with a circulation system that produces a generous supply of dry, cold air.

John Hillock & Co., Limited, Toronto

Agents:—Quebec and Maritime Provinces: Wolf, Sayer & Heller, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask.

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS



With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

AGENTS : Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Do You Know What the Heinz Grocers' Service Is?

THROUGH our general advertising we are creating a country-wide consumer demand for the 57 Varieties. Through our Grocers' Service Department we are trying to bring that demand into *your store* and help *you* sell more goods.

If you have not yet learned about the Heinz Grocers' Service Work ask our salesman for particulars or write us direct.

H. J. HEINZ COMPANY
PURE FOOD PRODUCTS
PITTSBURGH, U. S. A.

The Request Has Developed Into A Demand

for our Tobaccos. Why delay sending that enquiry for terms and particulars? Each day you put it off you are losing hold on your "smoking" customers. Profits that should be yours go into the pocket of your competitor.

Cultivate smokers' wants by stocking our tobaccos, and you will find them coming from the furthermost ends of the town for their "favorite" smoke, incidentally bringing other business in their wake.

Get in touch with us at once—**it will pay you.**

The Rock City Tobacco Co.

QUEBEC and WINNIPEG

SWISS DAIRY
Brand
Condensed Milk
from Ireland

is a profitable 10c line.

4 dozen 16-ounce tins
$3.85.

Freight allowed up to 40c cwt. on 5-case lots or more.

Kirkwood & Sons
176 Dupont Street
Toronto
SOLE DISTRIBUTERS FOR CANADA.

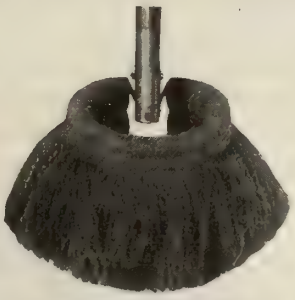


DA COSTA & CO.'S
BRAND
Extra Fancy Barbados
Molasses

The standard of quality.

Remember the satisfaction it has always given you.

Ask your wholesaler for DA COSTA and take no other.



CIRCULAR STYLE
DRY DUSTING MOP

You can retail this style mop at 75c.

YOUR PROFIT IS 50%

On the Tarbox "no oil" Mop. It is chemically treated. It collects dust and holds it.

The Tarbox is a better mop at a lower price—a popular price which is 25 per cent. less than imported mops. It is easier to sell and yields you a larger profit. Sell the

TARBOX
DRY NO OIL DUSTLESS
Mops and Dusters

They satisfy every user. Every user will help you to sell more. That's a fact.

Stock the Tarbox Mops TO-DAY. Get the larger profit and sell for the lowest price.

Supplied through Jobbers
Write NOW for our proposition.

TARBOX BROS.
274 Dundas Street : TORONTO



An unprecedented success
In slicing machines

The sales of the **"Imperial"** Meat-Slicing Machine have already reached larger proportions than any other slicing machine on the market.
The reason is plain. It is the simplest quick-slicing and lowest-priced machine made. Cuts quickly and evenly; does not get out of order; always ready for use; gives years of service.
Customers of to-day demand quick service, and their meat must be sliced. Invariably they patronize the dealer who can give them thin, even, unbroken slices.
You need this efficient little worker in your store—it is a regular trade-getter.
It will pay you to write now for full particulars and prices.

W. G. Craig & Co.
LIMITED
Canadian Agents
KINGSTON, ONT.

DISTRIBUTERS:

D. S. Robertson & Sons, Ottawa, Ont.
Eby-Blain, Limited, Toronto, Ont.
W. H. Gillard & Co., Hamilton, Ont.
A. M. Smith & Co., London, Ont.



The Howe, McIntyre Co., Montreal, Que.
J. B. Renaud & Cie, Quebec, Que.
G. E. Barbour Co., Ltd., St. John, N.B.
Rauld Bros., Ltd., Halifax, N.S.
Codville Co., Ltd., Winnipeg, Man.
A. Macdonald Co., Ltd., Winnipeg, Man.
Jobin Morrin Co., Ltd., Winnipeg, Man.
Codville Co., Ltd., Saskatoon, Sask.
Codville Co., Ltd., Moose Jaw, Sask.
H. H. Cooper Co., Ltd., Edmonton, Alta.
A. Macdonald Co., Ltd., Nelson, B.C.
A. Macdonald Co., Ltd., Fernie, B.C.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Richards & Brown, Ltd., Winnipeg.
The Young Co., Ltd., North Bay.

YOU, whether you are a grocer or a general merchant, must be a good buyer and a good salesman or you cannot succeed.

You cannot be an experienced judge of the manufacturing processes of the goods you buy—but you can judge very certainly the finished article in practically everything you buy and sell.

Example—You cannot expect to be an expert Tea Blender, but you (or your wife or mother) can judge very truly the quality of any brand of tea you may be asked to buy.

Apply this test and you will buy better.

You will probably discontinue buying some brands that are now on your shelves and will buy more of others in future.

Your customers will begin to have more confidence when you specially recommend any brand.

Let us suggest that you apply the test to Red Rose Tea first.

T. H. ESTABROOKS CO., LTD.
7 Front St. East, Toronto

"This Washboard Has Given Me Splendid Service---It's CANE'S"



Every Sale of a

CANE WASHBOARD

Leads to Other Sales

Nothing is better evidence of quality than service. Cane's Washboards always prove their good quality. **They are attractive and well finished and pay a good profit.**

With Cane's Washboards you can meet every demand because they are made in 13 styles and grades.

Write for catalog on Cane's Washday Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.



Get this fellow working for you

Right now, during the Spring housecleaning season, **Bull Dog** Specialties will pull and hold good trade to your store. The profit makes it worth while stocking these lines.

Bull Dog Cleansers

Clean up everything

Bull Dog Ammonia Powder, **Bull Dog** Chloride of Lime, **Bull Dog** Borax, **Bull Dog** Liquid Blueing, **Bull Dog** Liquid Ammonia.

Order you supply now.

The John B. Paine Co., Ltd.
TORONTO, Ont. MONTREAL

AGENTS.—J W. Gorham & Co., Halifax, N.S.; W. S. Clawson & Co., St John, N.B.; Marshall Brokerage Co., London, Ont.; W. Lloyd Lock & Co., Winnipeg; Jackson's, Ltd., Calgary; Geo. C Benjamin, Edmonton, and all wholesale houses.



3

THE PROFITABLE TRIO

"BEAVER" LOBSTER

You need never fear loss from dead stock. The quality is absolutely guaranteed, and as the demand for lobster at all times is strong, your selling effort, with this line especially, is reduced to a minimum.

CANNED CHICKEN

Only the finest chicken from Prince Edward Island enter our factory, which is operated with the closest regard for cleanliness and under the inspection of Government officials.

"ICE CASTLE" MACKEREL

The toothsomeness of the St. Lawrence mackerel is recognized by the best of your customers. Give them a regular treat during Lent by including this in their orders and you will see a steady demand set in after.

In Every Corner of Canada

J. W. Windsor, Montreal

PRINCIPAL CANADIAN AGENTS

Winnipeg, J. J. Tomlinson & Co. Hamilton, A. E. Richardson & Co.
Kingston, Jas. Craig Quebec, Albert Dunn Sydney, N.S., O. N. Mann

3

QUALITY TELLS

The week ending March 7th was

THE GREATEST WEEK IN THE HISTORY OF "SALADA."

65,709 more pounds were shipped during the week than during the same week in 1913. This brings the total INCREASE to date, over the corresponding period of last year, to 245,306 POUNDS.

THERE IS NO FIRM, COMPANY OR CORPORATION THAT CAN ATTEMPT TO COMPETE IN QUALITY WITH

"SALADA"

AND THE ABOVE STATEMENT OF FACTS IS CONCLUSIVE PROOF.

TORONTO, MONTREAL, LONDON, ENG.,
and Principal U.S. Cities





Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills,
Limited
Oak Lake, Manitoba

EUREKA
Refrigerators

Don't experiment with something said to be just as good.



Get the best and take no chance. Your goods kept in the best of condition, and your Customers satisfied, is the kind of business that pays.

The large number of Butchers and Grocers now using the Eureka Refrigerator is the strongest guarantee that they are the best made. Twenty-eight years of experience has brought the Eureka to a place where it is superior to anything else made. It does not pay to experiment with any other.

Write for catalogue or call at 31 Brock Ave., Toronto.

Eureka Refrigerator Co.
LIMITED
31 Brock Ave., - Toronto



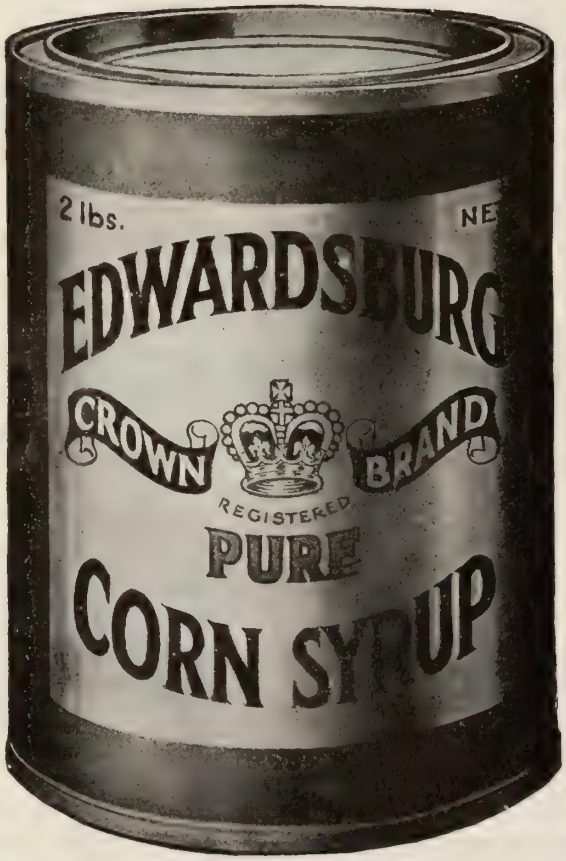
One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited
Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street



Why Lose Sales?

Grocers who handle Crown Brand Corn Syrup report that they sell about twice as much Crown Brand as any other syrup—and that the demand is steadily increasing. The reason is easy to find.

Crown Brand Corn Syrup

finds a permanent place in the home because it is a delicious table syrup—good for children and a great help in the kitchen. Make a Crown Brand display and watch sales jump.

We will ship your order promptly

The Canada Starch Co., Ltd.

Manufacturers of Edwardsburg Brands
Works: Cardinal and Brantford

CANADIAN GROCER

VOL. XXVIII MARCH 13, 1914 No. 11

How Dealer Sells Maple Syrup in Lenten Season

By Associating it With Buckwheat Pancakes He Starts a Demand That Accelerates as Lent Gets Up Speed — Seeds and Molasses Other Good Sellers Now—Push Macaroni and Rice Sales.

ASSOCIATED with the Lenten season are buckwheat pancakes and maple syrup. The grocer who is artistic enough to properly present the suggestion of the combination of these two articles is certainly assured of a good turnover on them. He can make two blades of grass grow where but one grew before.

"Last year," a Quebec dealer remarked recently, "we sold more maple syrup during Lent than in any two preceding Lenten seasons, simply because we associated it with pancakes, hot biscuits, muffins, etc. The clerk suggested that I have my wife make some buckwheat pancakes for display purposes. This was soon accomplished, and, with the aid of a small cut-glass pitcher of syrup, a plate and a tray, and a corner of the counter there, we made a simple little trim which was worth a good deal of money to us.

"The clerk is pretty good on making show cards—those are his you see around the store—so we added a card to the display reading: 'What is more delicious?' Every customer who came in saw the point. They couldn't help seeing the pancakes and maple syrup, and, of course, they created appetites. 'How were the pancakes made?' was a frequent question. We always emphasized the fact that buckwheat flour was used (a package of which was on the counter beside the display) and that the recipe was on the package.

An Effective Demonstration.

"That little demonstration secured more business than we ever thought possible for a Lenten season on maple syrup. We sold bottle after bottle of it, and every time a customer bought maple syrup she almost invariably took home with her a package of the buckwheat flour. It showed to us the possibilities of suggestion, and we certainly profited thereby during the remainder of the year."

What further evidence is necessary to point out the possibilities of the selling power of the retail dealer. Not only did this one display result in immediate sales, but even after it was replaced by another, maple sprup and pancake flour sold readily. The demand had been created. He had introduced the two together, and the thought of one recalled the other.

A Bright Business Field.

The possibilities that exist in the association of lines in the grocery store are practically unlimited. This is a field opening up to the retailer which many have not fully realized, and which is going to produce a good many fruitful harvests in the future.

Now, too, everyone is looking forward to the coming of spring. The feeling is in the air, that it will soon arrive. This is a time, therefore, when folks readily purchase maple products. Spring means a maple taste, and an attractive display of maple syrup and sugar will undoubtedly get good business.

Seeds is another line that sells rapidly as spring approaches. This year the high cost of living talk ought to help the dealer to dispose of more than usual. The family who hoven't had any too much money during the past winter will be interested in cheaper living suggestions. No doubt there were many backyards last year that produced little or nothing. Why shouldn't these people use every available foot this year by planting vegetable seeds?

This offers a suggestion for a good window display or interior trim of garden seeds, either in bulk or in package or both.

The following are suggestions for show cards, which could be used to advantage in such a trim:—"Use the Back Yard for Vegetables"; "Another Chance to Lower Cost of Living," etc.

Some of the large departmental stores are already advertising seeds. They recognize the advantages of presenting their goods well ahead of the actual time for their use. Many sales

Continued on page 30

Maple Syrup and Buckwheat Pancakes a Delicious Combination

Are you looking for a change for the luncheon or evening meal? Do you want to hear expressions of approval from your husband and children? Then what can be better than a dish of steaming pancakes and a pitcher of golden maple syrup to set before them!

We can solve all your luncheon problems.

Maple syrup in quart bottles or gallon tins, that you are sure to be pleased with, per quart ..... 40c.

For pancakes, we recommend Blank's Buckwheat flour with good recipe on the package, per package .... .25c.

H. J. ARMSTRONG

Phone 92 Quality Grocer 160 James St.

Present is a good time to try an advertisement such as above—use this with your own prices in your newspaper space.

Present Parcel Post Conditions to Last Five Years

Government, It Is Stated, Has Given This Assurance—Weight Limit Now Up to the 11 Pounds and 5 Cent Extra Delivery Charge Eliminated.

ELEVEN pounds is now the parcel post weight limit. It was the original intention of Postmaster-General Pelletier to hold the limit down to six pounds until first of May so as to prevent a tie-up of the system at the outset. However, trade, as the merchant would say, "has not been rushing," so we have the eleven-pound limit thrust upon us two months sooner. Dealers who have been taking advantage of the six-pound limit will, therefore, now be able to send parcels by post to their customers, weighing 11 pounds or less at parcel post rates.

Extra Five Cents Off.

Another change, and one that is of more or less interest and importance to many dealers is that the local additional rate of five cents per parcel has been eliminated. This means that in future all parcels posted within the 20-mile zone will be delivered to any place in the city at the ordinary rate.

City merchants, therefore, who have customers in distant parts of the same municipality will now be able to send parcels to them without paying or charging up the extra five cents. This places the system in its regular running order and it remains to be seen of what advantage it is going to be to the country in general.

For Light Expensive Goods.

Retailers, and particularly general merchants who handle comparatively light, and at the same time, expensive goods, should go fully into the advantages of parcel post before rejecting it entirely. Dress goods, boots and shoes, books, many hardware lines such as tools, etc., and the lighter groceries can be sent within the twenty-mile zone at a fairly low rate. A fifty-dollar dress for instance weighing a pound or so could be mailed for 5 or 10 cents; a pair of boots weighing two or three pounds may also be mailed at little extra cost, and a cost which, considering the price of boots, would not be excessive. Same applies to expensive tools, etc. With groceries, however, every dealer should aim to have the order going out as large as possible, and still have it remain within the eleven-pound limit, container included. Eleven pounds can be mailed for 22 cents.

TO LAST FOR FIVE YEARS.

This paper has received information on good authority that the present parcel post rates and weight limits will hold good for at least five years. A scale company which is putting a parcel post scale on the market claims that when it was making provision for its "ready-reckoner" weighing device, the question was taken up with the government, and the advice received that the present conditions governing the system would prevail for five years anyway.

There is, of course, always the possibility of a change of government, and it is a difficult matter to say what a new postmaster-general would do. Nevertheless, it looks as if the present government has given its pledge as above stated, and whether there is a change of officials or not it is pretty certain that the pledge will be maintained. The trade should, therefore, make a note of February, 1919, and see that it has a say as to whether alterations should or should not then be made.

Mail Order Houses Active.

While the twenty-mile zone from each post office was made to protect the retail trade yet the mail order houses are not only taking advantage of the system to get after trade in the first zone, but beyond it as well. The following clipped from a city daily paper partially owned by a mail order house will be of interest:

"At some of the larger stores, the parcel post has been used to great advantage, and thousands of parcels are being sent out each day, and the expectation is that the increased maximum will lead to a very marked increase.

"The present time is an off season, the special winter sales are practically over, and there has been no great rush as yet for the spring goods, but when that comes the number of parcels will be decidedly increased.

"Many of these parcels have hitherto been sent by the express companies, as the old postal rate was practically prohibitive, and, it was remarked, that the companies are bound to feel the competition very severely."

This shows pretty well which way the wind is blowing and emphasizes why the retail merchants should get out of parcel post for themselves everything there is in it.

What of the Express Companies?

The question has been raised as to what course the express companies will pursue if they see their trade slipping away. Possibly their rates may be lowered, but whether they are or not the fact must not be overlooked that the three largest express companies in Canada are subsidiary to the three largest railways which have already been granted an increased government subsidy of $1,000,000 for carrying the extra mails under parcel post. To one of us at least, a million is a lot of money.

Complete Postal Rates for Parcel Post

	1st lb.	2nd lb.	3rd lb.	4th lb.	5th lb.	6th lb.	7th lb.	8th lb.	9th lb.	10th lb.	11th lb.
Within 20-mile zone of any post office	.05	.06	.07	.08	.10	.12	.14	.16	.18	.20	.22
Within each provincial zone	.10	.14	.18	.22	.26	.30	.34	.38	.42	.46	.50
Ontario rate to Quebec or Manitoba	.10	.16	.22	.28	.34	.40	.46	.52	.58	.64	.70
Ontario rate to Saskatchewan or Maritime Provinces	.12	.20	.28	.36	.44	.52	.60	.68	.76	.84	.92
Ontario rate to Alberta	.12	.24	.34	.44	.54	.64	.74	.84	.94	1.04	1.14
Ontario rate to British Columbia	.12	.24	.36	.48	.60	.72	.84	.96	1.08	1.20	1.32

Law effective Feb. 10, 1914.
Weight limit, 11 pounds.
Size limit, 2 feet 6 in. long; 12 in. wide or deep.

Above table now represents the complete parcel post rates. Merchants will find it convenient to place it on file for future use.



An elaborate fruit window that was worth money to the proprietor.

An Expensive But Profitable Window

Trimmings for Working It Up Cost Considerable, But Dealer Claims They More Than Pay for Themselves When Used Often—Heart-Shaped Display Caught the Eye.

IN DRESSING fruit windows some dealers evolve elaborate trims. The above is one. It was a display shown recently by P. Frank at the corner of Parliament and Carlton Streets, Toronto and attracted a good deal of attention, and incidentally considerable business.

The photograph here scarcely does justice to the display, which was without doubt a most artistic one. The big heart-shaped display of fruit in the centre was duplicated on the left-hand corner but does not show very well in the illustration. These "hearts of fruit" were the features and caught the eye immediately.

Apples, dates, figs, pineapples, grapefruit, oranges, English grapes, hot-house tomatoes, and bananas were some of the things shown. Mr. Frank goes to considerable trouble and expense getting the setting for his windows and apart from the fruit shown, the trimmings for the above display probably cost him more than a hundred dollars. Of course, these trimmings, ferns, etc., can be used frequently in different ways, so that the actual cost of them per display is but little.

Include Interest on Investment in Overhead

Many Owners of Their Buildings Do Not Make Provision for This in Expenses—Why It Should Be There—Example of Successful Manufacturer—An Incomplete Statement.

By Henry Johnson, Jr.

It looks as if this letter might eventually become interesting:—

Canadian Grocer, Toronto, Ont.

Dear Sirs,—Don't know to whom to address this but expect it will fall into the right hands. Took over this store July 1st, 1913, and doing about $40,000 per year (at that rate). Have $2,000 out on good accounts. My expenses are about $85 per week; get very good prices but don't seem to be able to pay bills the way I should. Please give a little advice, for which I am willing to pay.

Was located at ———— ————, before in a small store; did about $14,000 a year and made money every day.

Thanking you in advance,
Very truly yours,
———— ————

But the writer thereof must give me further details to work with. Certain zoological sharks are said to be able to rebuild an entire skeleton if they are given a single spinal vertebra; but I cannot do that, though I have been able to dig some interesting facts from very few figures and meagre details.

So I must ask this gentleman to tell me what he put into the store; what average amount of cash he has on hand; what he thinks he makes on an average in margin; and complete details of his expense account, including everything—such as his own drawing account, or allowance for household expenses, etc. Then I may be able to help him. There will be no charge for the service—it is a matter of mutual helpfulness. He will aid us as much as we can possibly help him.

* * *

Fixed Charges or Overhead.

Some months ago, quoting from a pamphlet issued by an iron and steel making concern, I enlarged on the sound busines policy of charging our own business with interest on its capital investment. So many have questioned the propriety of doing this that I am going to quote again, since the reasoning in that pamphlet seems to me particularly convincing and conclusive. The case is taken of a man who borrows $10,000 with which to go into business, because he has plenty of money but it is invested where he does not wish to disturb it.

He borrows at 5 per cent., therefore pays $500 annual interest and (properly) charges that $500 into expense, or "overhead." After five years he is enabled to pay off the debt and thereafter have $10,000 paid-up capital invested in the business. So I quote:

"Five per cent. on $10,000 was considered a proper overhead charge five years ago; why is it not proper now?

"Five years ago the business was required to earn 5 per cent. in order to pay interest and (we will assume) 20 per cent. to pay on the principal. Then you based your selling price on cost of raw material, productive labor and overhead, which last included $500 interest. Why should you to-day reduce your selling price and profit simply because you are furnishing the capital instead of your creditor?

"Are you not just as much entitled to demand $500 interest to-day from the business as your creditor was five years ago?"

All of which seems so conclusive to me that I cannot improve it. I have charged interest on my capital investment every year before I have figured any net profit at all.

Division of Expense.

What does it cost us to sell goods? The old, long-established English rule is that we shall pay from 6 per cent. to 7½ per cent.—never more than 7½ per cent.—for our wages; but I know of no rule for selling expense.

Recently I had occasion to figure what a certain clerk was costing me as a salesman. Dividing his salary by his sales over a period of five weeks I found that he was costing me 3¼ per cent.; but that man's time was not all taken up in selling. Probably not half the time could be so charged. This because he was window dresser, took care of the cracker department, buying all the supplies, and planned and executed a lot of the interior displays. I calculated that the actual selling time did not cost me more than 1¾ per cent. to 2 per cent.

To what account, then, should the remainder of his wages be charged? Plainly, to general expense, or overhead.

In the manufacturing business, work done by a man in turning raw material into finished products is called "productive labor," and, as such, is charged into cost of the various jobs. Other work, such as a foreman superintending a job, goes into overhead. Probably a similar practice would be good in our business. We might properly analyze our expenses so that, as in the case of the clerk mentioned, actual selling time should be charged to wages and the remainder to overhead; because selling is productive and other work is certainly general in its character.

Items of Overhead.

The following is given as a list of overhead charges; and I think it will fit our business, so far as it goes, just as well as it fits the manufacturing business:

1. Stationery.
2. Postage.
3. Telegraph.
4. Telephone.
5. Insurance.
6. Advertising.
7. Fuel.
8. Light and Heat.
9. Traveling Expenses.
10. Taxes.
11. Power.
12. Rent.
13. Repairs.
14. Depreciation.
15. Salaries of employees not engaged in productive labor.
16. Claims allowed.
17. Bad debts.
18. Attorneys and collection fees.
19. Salaries of principals.
20. Interest on borrowed money.
21. Interest on investment.

One more quotation will probably give us enough to think of this week.

"19. An individual, a partner or officer of a corporation, should consider his services worth a fair salary and not feel content with simply his share of the earnings of the business. Therefore, it is necessary and right that fair salaries for prinicipals should be considered in overhead."

Examples for Guidance.

In looking around for guide posts to show us the right way, we should choose the sayings of those who have made a success of their undertakings. The concern from whose pamphlet I quote is conspicuously successful in a fiercely competitive field. So it seems to me that details drawn from its long experience should merit our closest attention. That is why I give those details the space I have here assigned to them.

How Other Grocers Do Things



GETTING NEW CUSTOMERS.

One of Montreal's prominent St. Catherine Street grocers has hit upon a plan to get new business, which he finds most beneficial and quite reasonable as regards price. If there is ever any special price for any of the following lines he sends out a postcard to families in his district who are not customers:—

SPECIAL LINES AND SPECIAL PRICES.

Blank's soups (assorted), $1.35 per dozen tins.
Blank's granulated sugar, —lbs. for $1.
Strictly fresh eggs, —cents per doz.
Fresh sausages, —cents per lb.
Sweet potatoes, —for 25 cents.
24-lb. bag of Blank's best flour, — cents.
7-lb. tins Blank's marmalade, — cents.

I carry a full line of the finest groceries and give a quick delivery. One trial will convince.

Quite a number of new customers have been added to his list through this idea, as he claims it gives people a chance to become acquainted with him, and also gives him an opening to make friends. His regular customers are not included in the mailing list, as he claims they are always kept in touch with such goods and prices by himself and his clerks.

• • •

GROCER GETS SECOND PRIZE.

The Winter Carnival, held by the Lindsay Advancement Club, of Lindsay, Ont., covers two days, a Friday and Saturday. It was held recently and many merchants took advantage of it by placing in the parade, exhibits of the goods they have on sale. A. L. Campbell, a grocer, captured second prize for his floats, which are reproduced below. This carnival brings many people in from the surrounding country for the two days and keeps them interested in their home town.

• • •

COUNTER DISPLAY OF MEAT EXTRACTS.

During the winter season J. T. Wallace, Brantford, Ont., grocer places to the front meat extracts. Right up on the front of the counter near the door where every customer concentrates her gaze on entering the store, he recently had a simple display of meat extracts. This consisted of a piece of cardboard with the word "Meat Extract" printed across the top and a couple of the samples of the goods tied to the card by pieces of blue string. Underneath each were the prices.

While this display is not elaborate, Mr. Wallace states it catches the eye and makes many a sale that otherwise would not have been made.

• • •

BULLETINS THAT GET BUSINESS.

Many Montreal grocers are getting after new business by putting out bulletin boards. In front of Biltcliffe's grocery at the corner of Victoria and Somerville Streets recently was noticed the following:—

Try our New Zealand
BUTTER,
36c per lb.
New-laid Eggs, now
40c and 43c dozen.

Customers and transients are kept in constant touch with the different lines handled in this way.

Russell's, St. Catherine and St. Matthew Streets, Montreal, are also using a bulletin board, and are keeping the passers-by well posted during this Lenten season by the following:—

Gaspe Salmon.
Halibut.
Haddocks.
Tommy Cods.
Doree.
Smelts.
Finnan Haddies.
Haddie Fillets.
Kippers.

This simple card has increased their fish sales greatly, although they have only really had two days to notice the difference when Canadian Grocer called.

A. Dionne, 581 St. Catherine Street, draws his customers' attention to the reduction in new-laid eggs as follows:—

STRICTLY
New-laid
EGGS
reduced
in price.

This cannot be missed by anyone entering the store, as it is pasted on one side of the storm door, and is directly in front of the party who enters. Needless to say, it has brought many inquiries as to "What is the price of eggs to-day?"

—⚙—

Horace E. Cooper, representing W. & C. Pantin, London, Eng., is coming to Canada per steamer Alsatian on a business trip for his firm. His itinerary will include many of the important points from coast to coast.



Floats of A. L. Campbell, a Lindsay, Ont., grocer, that won second price in street parade.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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London—88 Fleet St., E.C. Telephone Central 12900. E. J. Dodd.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, MARCH 13, 1914

FALSE ADVERTISING MUST GO.

WHEN WILL THERE be an end to the dishonest substitution practised by so many unscrupulous dealers? Honest merchants—and they are in the great majority—who play the game fairly and squarely are up against the deceptions of the minority and have to submit to losses which are unjustifiable from either a good business or a moral standpoint.

A subscriber to Canadian Grocer calls attention to the underhand methods of a nearby competitor who last week advertised 22 pounds of a certain brand of sugar for a dollar and was selling large quantities of it. Investigation proved that he didn't have an ounce of that sugar in his establishment, but was deliberately and dishonestly using the name of the sugar manufacturer as a bait to deceive his customers and other people whom he hoped to corral by such an immoral method.

No dealer can be criticized from a moral standpoint for selling the brand of sugar or anything else he has a mind to, so long as he plainly and honestly tells his customers what he is giving them; but the actions of a merchant cannot be justified who advertises for sale sugar he hasn't in stock, and does not enlighten customers who come to buy it.

There is a movement on foot now to make fraudulent advertising a crime. Honest, open and above-board merchants will welcome the coming of a law that will effectually cover this point. Too many who will not stoop to such a low level are to-day suffering unjustly for it.

This is a measure all associations should support. The law, as at present constituted, although we are well advanced into modern times, does not call false advertising a criminal offence. It will be a happy day for the great majority of retailers who are above such degrading practices when it does. Let each and every man put his shoulder to the wheel and hasten the coming.

OVER-ENTHUSIASTIC WOMEN.

THE HOUSEHOLD LEAGUE of Ottawa is carrying on a campaign for sanitary stores. Prior to touring the city the women advised the merchants of what sanitation in stores meant.

Everyone will indorse any movement in favor of clean, sanitary establishments in which foodstuffs are kept, but how about the kitchens of these women, where the food is prepared for eating? How can these enthusiastic members of the feminine sex look after their own homes properly and at the same time be engaged in outside work that should come under the attention of the health authorities?

It reminds us somewhat of the old school-book story of "where were your eyes when you saw him?"

NEWSPAPERS AND CO-OPERATIVES.

NEWSPAPERS WOULD practically have to go out of business if the individual trader were supplanted by "co-operative" societies. The latter do no newspaper advertising of any account—in fact it might be said that they do none whatever—yet newspapers publish for nothing glowing accounts of what the promoters say will be accomplished by these societies, and at the same time live off the proceeds derived from the advertisements of private traders.

This is a point that might well be taken up by associations.. Where there is a branch organization, the secretary or someone else should be delegated to watch local newspapers which occasionally give free advertisments to "co-operative" societies, and have all such discussed at the regular meetings or forwarded to the central office of the parent organization.

No doubt a great many daily newspapers, in their anxiety to get news, give undue prominence to and colored notices of these so-called co-operative institutions without careful consideration, and if their attention were drawn to the matter they would be more careful.

The retail trade should ever remember that if it wants anything it must go after it. Few blessings come to the man who waits.

MISREPRESENTING GOODS.

FRAUDULENT ADVERTISING IS more or less being practised in Canada. In an endeavor to make money, men still persist in misrepresenting their goods to the disadvantage and injury of their honest competitors.

The recent failure of the New York and Boston department stores controlled by Henry Siegel and associates, which has created widespread interest in commercial circles in the United States recalls a conviction against one of the stores of that firm for fraudulent advertising. It was done at the instance of the Advertising Men's League of New York, and the circumstances

in brief are outlined in an issue of Pearson's Magazine as follows:—

"The Fourteenth Street store advertised '$90 to $100 fur coats—Arctic seals—your choice $47.50.' An agent of the Advertising Men's League, which is trying to stop fraudulent advertising, bought one and proved in court that it was French coney—rabbit skin, sheared and dyed. The coat for which people were paying $47.50 at a great reduction was worth about $45."

This case occasioned considerable comment at the time, and it was claimed to be typical of the operations of a number of large city retailing enterprises.

The Siegel failure was by far the most important mercantile failure in recent years, and it has served to create much discussion as to the comparative efficiency and success of some retailing methods. One or two of the stores were regarded as bargain stores. The American Fair Trade League contends that there is a growing popular inclination to seek established values at standard prices, rather than purchase classes of merchandise without brand names.

EDITORIAL BRIEFS.

JUST ANOTHER WEEK to Spring!

* * *

PARCEL POST LIMIT is now eleven pounds.

* * *

THE TOP OF THE MORNIN' to ye! next Tuesday.

* * *

SPRING MEANS A sweet tooth and a ravenous appetite for maple syrup.

* * *

SPRING-TIME IS THE HARVEST-TIME of the dealer who pushes sales of seeds.

* * *

TOO MANY PEOPLE ARE ready to throw bricks and not enough to throw bouquets.

* * *

SELLING ONE ARTICLE at a loss and making it up on another, is simply robbing Peter to pay Paul.

* * *

THOSE WHO HAVE WATCHED Canadian Grocer market reports will not be surprised at the advance in salmon.

* * *

CANADIAN GROCER'S annual Spring Number appears on April 17. The trade may anticipate something extra good this year.

* * *

IT IS BUSINESS SUICIDE to advertise for sale goods that are not in stock. Sooner or later the penalty will have to be paid.

* * *

IF THOSE SELF-SATISFIED women, who are encouraging housewives' leagues as panaceas for all the ills of living, did a little more home cooking and less talking, they would reach their goal sooner.

Will Living Cost Go Down?

PROMOTERS IN TORONTO are forming the Union Label Stores Co., Ltd., the idea being to open stores to "advertise, display and promote" the sale of goods made by manufacturers who employ union label. This move for one thing serves to show the keen interest taken in association work by the labor men, and their spirit in sticking together might well be emulated by the retail trade. Not long ago it was stated that $2,900 of the capital stock had been subscribed and it is contemplated that the first store will be opened within a month's time.

It is the company's anticipation to first deal in men's furnishings and as the concern develops, to include all kinds of fruits and vegetables and provisions. With regard to the latter it is the intention to secure these goods direct from the producers, and thus evolve another plan to defeat the high cost of living bogie.

Apart altogether from the propriety of such a proposition as this company proposes to work out, it must be somewhat painful to retailers to again have to read of still another concern going to lessen the high cost of living by buying fruits, vegetables and provisions from the producer. Those who have gone through the mill realize the utter folly of any such an attempt.

So far it has not been stated whether the Union Label Stores will sell for cash or credit. If the former, then its customers will only purchase from these stores when they have the ready money to spend. This may mean failure or but very slow progress. If the latter there will have to be a fair-sized margin added on to cost to cover bad accounts and goods will not be reduced in price to any extent. Whichever course is pursued, there will be a difficult row to hoe in reducing the cost of living.

Fruit and vegetables too, are precarious things to handle in summer time and one is apt to drop some money in them if he is not careful. It will also be a strange thing if the above stores can buy provisions — cured meats, butter, eggs, etc.—to sell at less than the average retail grocer is charging from time to time.

Without showing any disrespect for labor organization —all organizations serve at least some useful purpose— yet at this juncture we fail to see how the consumer is going to have a reduction in prices of fruit, vegetables and provisions below what these goods can be bought through the regular established channels of trade.

All these new-fangled ideas are apparently built on the erroneous assumption that the cause of the present prices of foodstuffs is due to the middlemen making exhorbitant profits. Nothing could be further from fact. The so-called high cost of living must be attributed to the fact that production is failing to keep pace with increase in population and consumption, and to the higher standard of living which has fast crept in upon us in recent years.

Intensive farming—a back to the land policy—and a saner mode of living are the only cures in sight for the "high-cost" malady. Competition in the retail business to-day is such that nothing but fair and even meagre margins of profit on staple goods are possible. Exhorbitant prices are out of the question, and it is about time the people in general realized this.

A Novel Daily Bulletin Will Attract Trade

Easy to Make and Easy to Operate—Useful for Featuring New Goods—Announcement of Seasonable Lines, Fresh Fruit Prices, Etc., Etc.

EFFECTIVENESS and simplicity are combined in this novel method of advertising by means of a daily bulletin. One of these home-made printing presses may be used advantageously for window or interior dis-

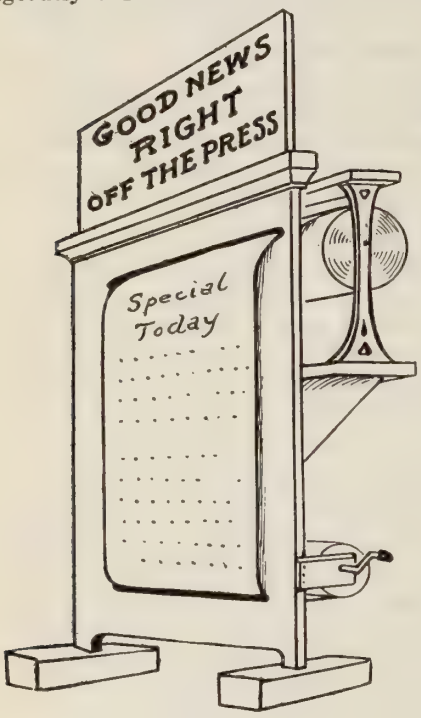


Figure 1.

play or as an outside bulletin to catch the eye of the passer-by.

The upright style shown in Diagram 1 is best for outside use, since it would take up much less space on the sidewalk. The wooden frame can easily be constructed in spare time, and all that is needed is a roll of manila wrapping paper in its holder at the top and a small wooden roller with crank attached at the foot. If desired the sides and back may be closed in so as to protect it from the weather.

The printing press idea is best carried out in diagrams 2 and 3, the first illustrating the skeleton of the press and the second the way it looks when finished.

First of all a couple of packing boxes are secured and on top is placed the roll of wrapping paper. Two scantlings are used for the lower frame and two short pieces for legs. The roller is made to fit into the end of the long scantlings and the crank through the end as shown. If a board is placed behind to support the bulletin, diagram 2 may be used as shown if desired. It is not complete, however, until finished up as shown in diagram 3. This looks rather complicated at first, but the effect is easy to secure. The sides are first boarded in with planed boards, leaving the ends of the upper roll of wrapping paper exposed by cutting the boards in circular manner around it. If the "printing press" is not for outside use and is not likely to be damaged, a covering of cardboard or straw-board may be used instead of wood. The frame should be given a coat of metal grey (dry scenic color) as a background, and the mechanism can be painted in with an ordinary half-inch brush, using black for the outlines over grey. This will give the effect of machinery and will make the sign on the top, "Good News Right Off the Press," seem altogether appropriate.

This is a good practical feature and if changed daily and good, live "copy" used customers will soon look for it just as they would a newspaper bulletin.

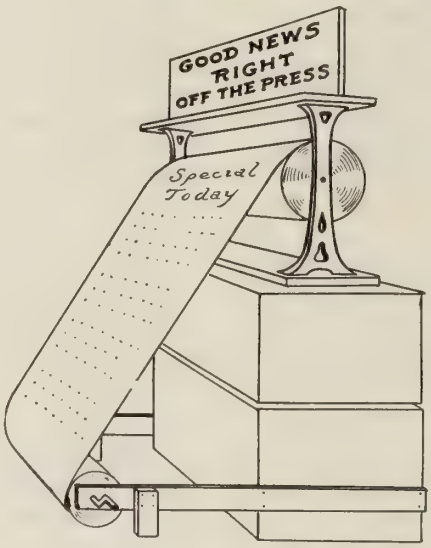


Figure 2.

Make your bulletins timely—seasonable. It is important also to vary your subjects so that all lines will be covered in the course of time. The bulletins can be made much more attractive if illustrated in colors. A few colored crayons and a little practice will enable you to make very fair cartoons. Or, if pictures of the goods featured can be secured and pasted on and the bulletin written around the illustrations, an excellent effect will be secured.

Walter Woods, of Walter Woods & Co., Hamilton, Ont., is in Winnipeg on a business trip.

A "SPRING," NOT A "SOCKEYE."

In our issue of Feb. 20, a cut of the harbor at Victoria, B.C., was shown including a fisherman holding up a large fish which was stated to be a sockeye salmon. This evidently was only a "fish" story. A letter has been received from a member of the trade in Vancouver telling us that it was a "Spring salmon" shown and not a sockeye—or if you will have the technical name you must call it "Oncorhynchus tschawytscha." (Please do not all say it at once.) The sockeye salmon, our informant states run on the average five pounds to each fish, and it is a rare specimen that reaches a weight of 12 lbs. or a length of 28 inches. We are pleased to set this matter right.

MAPLE SYRUP IN LENTEN SEASON

(Continued from page 23.)

in such cases are created at once, but the real results of an early ad. of that character are found later on. People in the market for seeds remember it, and the chances are, other things being equal, they buy their seeds from that advertisement when the planting time comes.

Lent, too, should be used to boost molasses sales. It is associated with the season, and with little extra effort sales can surely be created. Macaroni and rice are two other lines as well, of course, as all kinds of canned fish, that are readily sold now, and with a little extra attention should find even more ready markets.



Figure 3.

THE CLERKS' DEPARTMENT

GET INTO THE CONTEST.

Since announcing our "Competition for Clerks" in a recent issue, a couple of bright young salesmen have declared themselves in the race. Every clerk has not only an opportunity to win one of the cash prizes specified, but an opportunity to make himself a better salesman and to secure an honor which will be of money value to him. The contest is open to clerks in every province of the Dominion, as well as Newfoundland. Send along at once the evidences of the selling power of yourself or of the staff of the store in which you work. Let us know how you have increased sales on a certain brand of canned tomatoes, tea, maple syrup, coffee, baking powder, yeast cake, canned salmon, or any other line you have a mind to. Probably you have raised the standard of quality of a certain line. Enter this in the contest by telling how it was accomplished, and how much of it is now being sold in your store. Every clerk should come in on this contest.

• • •

HOW DOES YOUR PERSONAL BALANCE SHEET STAND?

Written for Canadian Grocer by C. J. Morris

"Why can't I get on? Look at So-and-So; see what a soft job he's got; just supervises such-and-such a department."

This or a similar complaint is not infrequently heard from the grocery clerk.

"He supervises." But that's the point. Do you know enough to supervise? What are you doing to widen your possibility of usefulness? A man should first set himself to master his own work—that is essential. Then he should set himself to master the work of the man above him. This must be done unobtrusively and tactfully, without creating a suspicion that one is after another man's job.

You do not want to force yourself into the place of any man who is doing his work properly. What you do want is to acquire a full knowledge of the business in which you find yourself, and this you are fully entitled to do.

Can you say honestly that you are studying your business in all its branches? Have you read everything that has been written about it? Have you followed the careers of the men who have got on in it, and are at the top of the tree? Do you know where the things you are handling come from? Do you read your trade paper regularly?

Let us say you are serving out bacon, butter and cheese from Monday morning until Saturday night. What do you know about these goods beyond the weight you give and the price you sell at? Do you know their wholesale prices, and how much profit you are making for your employer?

You may say, "That's not my business; I'm here to sell the goods and I'm a good salesman." If you say this you will remain a salesman—you will never become a manager. How do you think you will ever be able to conduct a business of your own if your interest and knowledge do not extend beyond the work you are doing? Have you ever sat down and tried to make out a trading account of your employer's business, or, at least, of that department in which you are engaged? Have you watched the prices charged by other merchants, and have you considered the reasons for any difference in price you may have noticed? Have you ever noticed whether the sales of any particular article are dropping off or increasing, and have you found out the reason for this? Have you ever made any suggestion to your employer which would increase sales or which would save expense in any way?

If you have done none of these things, just think it over and see how much you have to learn.

Then, again, if you want to get on you must get into the habit of regarding your own self and your own personal affairs as a business concern. Everything can be brought down to a trading account and a balance sheet.

Shall I order two new suits? Credit side—They may help me to get promotion. If I am a traveling salesman my smart appearance may bring me more orders. Debit side—Cost of suits. What you spend wisely on yourself is capital put into the business. What you learn is machinery bought and paid for. Your knowledge and what you have spent on yourself must produce revenue. It is for you to see that you get a balance on the right side. No one will come along to make up any deficit. If your balance sheet shows a loss, you must set to work to make both sides meet and eventually show a favorable balance.

THE ENCYCLOPAEDIA

PIMENTO SPICES.

Pimento is the small dried unripe berries of a certain West Indian tree belonging to the myrtle family. The tree is of a fair size, usually attaining a height of 35ft. to 40ft. The leaves are of ordinary size, leathery in texture, and have a slightly glossy appearance, and, when crushed green, give off a delicate aromatic scent. The trunk and branches are covered with a thick greyish bark, and the wood, even of the youngest tree, is extremely strong.

The berries or fruit vary in size according to weather conditionss, but are usually the size of a barley bean. The picking has to be done at the right time, just when the berries are fit, and before they commence to ripen, as a high percentage of ripe berries operates very much against the marketable value.

As soon as the time for gathering is ready, the trees are climbed by boys and men, armed with sticks of varying lengths and about three-quarters of an inch in diameter, with a crook at the end. They then set to work to break off the little branches containing bunches of the berries, which they engage between the crook end of the stick, and, with a twist, the job is complete. This method of picking has also the effect of pruning the trees at the same time, which is quite essential to the productive qualities, and which would have to be done in any case. During this process women and children wait beneath the trees with baskets and other receptacles, and the branches are thrown down to them. They immediately commence the task of separating the berries from the branches, leaves, and twigs. They are then taken to the barbecues, which are large, smooth surfaces made of cement or lime mortar, with raised edges of about 18 inches around, and placed so that they may receive the direct rays of the sun during the entire day.

As soon as the berries obtain a nice rich brown colour, and when a handful held tightly and shaken close to the ear the seeds are distinctly heard to rattle inside, the drying is complete. They are then taken off the barbecue and fanned by a hand machine, so as to get rid of the remaining small twigs and leaves, and to render them free from dust.

Getting After Fish Sales During Lenten Season

Splendid Opportunity to Introduce Fish Department — Great Many Sales Assured Without Having to Expend Much Effort— Will Aid in Lowering the Living Cost to the Needy.

LENTEN season is credited with having been the means of cultivating the taste for fish to such a marked extent. It was around the fourth century that an order was sent out by the Pope that all Catholics were to abstain from eating flesh food for a period of 40 days. At that time eggs and milk were also treated in the same manner and members of that faith did not consume them during that period. These rules have been modified since then until we have the regular "fish days" as they are commonly known, or in other words—days of abstinence.

In the early days practically all the Catholic countries or nations such as Spain, Portugal, Italy or France depended largely on fish from the Baltic Sea and received practically all their supplies from Holland, Norway and Scotland. Indeed, it is said that Holland owes its present standing to this particular industry which is claimed to have made quite a number of its natives independent. Fishing was carried on to such an extent by those people that at one time, owing to the number of Germans employed on the sea, they considered they were ranking first in naval matters.

Eat Fish and Live More Cheaply

What is more tasty or wholesome than a good piece of halibut steak, finnan haddie or salmon? Their cheapness also commends them to the thrifty housewife. Try one of them for dinner to-morrow and get the family's opinion.

Halibut, per lb. 14c
Finnan Haddie, per lb. 14c
Salmon, large Gaspe, lb. 18c

H. C. MILLER

95 Park St. Phone 84

An ad. that should get business during present Lenten season.

Rapid Strides Made.

The fish business has seen wonderful advancement during the past few years. As one looks back he will remember that only a few years ago there were only a few packages of prepared fish distributed throughout the country. To-day, owing to the wonderfully improved facilities employed in the handling, the consumer buys the fish from the retailer in such good condition that it appears, and is, just as fresh as if it had been fished from the water.

Let us look for a moment at the present condition of the local market. We are in the midst of the Lenten season which will be with us altogether six weeks. The demand during the last two weeks in Montreal has been so great that there are several lines which are already exhausted and the prospects are for the same condition in several other lines. This year has been a record one so far as the distribution of frozen fish is concerned and all other lines have moved out proportionately. Dealers or distributors made ample provision for any increased demand, but this proved far greater than their estimates. This need only be mentioned in order to prove the way in which fish, as a commodity, is gaining favor with so many Canadian consumers.

Comparative Cheapness of Fish.

Of course, the population is also increasing, but when it is compared with the present demand and that of one year ago, it is not hard to convince one that there is more fish being consumed to-day per head, than some years ago. Perhaps this is because of the high cost of living as we are all aware of the fact that the price of fish is almost 50% cheaper than fresh beef. Some lines, of course, do not meet that figure but on the average that is a fair estimate. If the fish industry keeps making the same rate of progress as it has been during the past couple of years, it is bound to ultimately become one of Canada's basic industries.

In Montreal, wholesalers are working overtime trying to get out shipments for which orders have been received. Bonsecours market is quite a picturesque scene nowadays with both modern and antique vehicles coming to and fro with consignments of fish. No sooner are they stocked in warehouses than they are taken out again and loaded on another wagon to be shipped to the retailer. Orders are still coming in quite heavily and have to be scanned carefully for lines which have become exhausted.

If the order includes any of these lines the blue pencil is brought into play and the balance of the order goes forward.

Tempting Sardines for Luncheon or Tea

A Lenten dish that family or friends will enjoy. Blank brand is of fancy quality—in pure olive oil or Chili sauce. Rich and appetizing. They make a most tempting luncheon.

Per tin 20c

A. H. HARVEY

Phone 16 215 Main St.

Suggestion for a Sardine ad. to secure more Lenten business.

Opportunity for the Grocer.

The present day, particularly the present Lenten period, affords the retailer, especially the grocer, many opportunities to increase his present sales by pushing these lines. Although the weather is showing a little change it is not thought that the spring has yet arrived and every one looks for more cold weather. In this event it will not be hard for the grocer to handle frozen or smoked lines, as he simply has to keep them frozen in order to keep them in condition.

The best of fish is obtainable at less than 16c. pound and can be sold cheaper than fresh beef. If the best is not wanted there are smaller sizes which sell cheaper and are just about as tasty. All these facts should be taken into consideration, and if the grocer can show his customers where they can save a portion of the "almighty dollar," and receive tasty and nutritious food, the business will come.

CURRENT NEWS OF THE WEEK

Ontario.

H. Griffin, grocer, has opened a store in Brampton, Ont.

Merchants of Alliston, Ont., are contemplating organizing.

A. B. Dennis has opened a new grocery store in Streetsville, Ont.

T. W. Scott, groceries, etc., Blyth, Ont., has sold to Mr. Rapson.

J. A. Hallivan, Beeton, Ont., has sold his general store to J. Patterson.

Joseph Baker has purchased the grocery business of J. K. Irwin, Galt, Ont.

Mrs. J. W. Montgomery, Pembroke, Ont., groceries, has been succeeded by Wilson Bros.

C. Page, grocer, Toronto, is dead. The business will be continued by his widow, Mary Page.

Edward Lumley has bought the grocery store of Wallace Charlton, St. Thomas, Ont.

David McDermott, of McDermott & McCarthy, groceries and liquors, Prescott, Ont., is dead.

L. R. Adams, general merchant, Londesboro, Ont., has sold to Daniel Geddes, of Belgrave.

Archie McLachlin has purchased the grocery store of A. Dingman, 777 Talbot St., St. Thomas, Ont.

Many Toronto grocers are endeavoring to get Wednesday afternoon closing in vogue the year around and petitions are being circulated for signatures.

Mr. Rolph, grocer, at 1437 Bloor St. W., Toronto, has sold to Mr. Emlaw, who took possession last Monday.

McLean & Weggman, manufacturers of grocery specialties, are opening a business at 774 Bathurst St., Toronto.

Fitzpatrick & Co., grocers, Lambton Mills, Ont., is erecting a new store and expects to move into it in a couple of weeks' time.

J. F. Eby, of Eby, Blain & Co., Toronto, has been elected president of the Fire Insurance Exchange Corporation of Toronto, succeeding the late J. L. Spink.

John Gray and James C. Moore, who have been connected with the J. M. Adam grocery, St. Mary's Ont., for several years, have purchased the business from Mr. Adam, who will now confine his entire attention to his hardware business.

Hon. B. Nantel, Minister of Inland Revenue, introduced on Monday a bill into the House of Commons to prohibit the sale of maple syrup or maple sugar under those names unless these goods are pure within the meaning of the Adulteration Act.

A by-law has been passed in Paris, Ont., closing the grocery and other stores at 7 o'clock except on Friday and Saturday nights, nights before holidays and during December. On Friday and Saturday nights they will close at 9 and 10 o'clock respectively. The by-law went into effect last Monday.

Brantford grocers went to Hamilton last week for a game of euchre with the Hamilton men. Hamilton won the contest by 43 points, and the veteran, Adam Ballentine, led the way, with Geo. Cann also in the van. After the game speeches were made by Mr. Ballentine, M. R. (Bay) Hill, John Knox and others, and a good programme was presented, also refreshments. The Hamilton grocers will pay a return visit shortly.

Western Canada.

S. Lopson, Churchbridge, Sask., general store, was burnt out.

J. C. Warren, Yonker, Sask., general store, has been succeeded by A. Jewell.

White & May, general merchants, Strathmore, Alta., have sold to Gatenby & Fisher.

John Burgoyne, Soosomin, Sask., has sold his general store to McKay & McLellan.

H. W. Ireland & Co., Medicine Hat. have sold their grocery and shoe business to Taylor Bros.

Thos. & L. Millar have opened a grocery store in Carman, Man. They also have confectionery and tobacco departments.

Carl Beny, general store, John Koenig, general store and F. Weis & Son, general store, Irvine, Alta., all sustained fire losses recently.

The firm that took over the wholesale grocery interests of the Wm. Georgeson Co., Camrose, Alta., will be known as the Alexander Grocery Co.

C. A. Benedict, of Nelson, B.C., has sold his grocery business, which he has conducted for the past nine years, to Albert E. Johnston, of the same city. Mr. Johnston has been engaged in business in the Crescent Valley during the last two years.

Tenders have been called for the erection of a large grocery warehouse in Brandon, Man., which will probably cost about $150,000. This will be for the Pioneer Fruit Company. The local business will be run as the Brandon Groceries Company, but it is understood will be under the control of Nash Bros., of Minneapolis.

Grocers' Letter Box

Editor, Canadian Grocer.—Kindly advise us if there is a wholesale firm in Toronto handling De Jong's Cocoa. If so, kindly give us their address.

Orillia, Ont. T. M. L.

Editorial Note.—Eby, Blain, Limited, and H. P. Eckhardt & Co. handle this cocoa.

* * *

DEALERS IN HAY.

Editor, Canadian Grocer—Will you direct me to different addresses of hay buyers or concerns who deal in this commodity. H. M. L.

Sturgeon Falls, Ont.

Editorial Note—Following large hay dealers are submitted:—Geo. Harrington, Board of Trade Building; William Gunn & Co., Board of Trade Building; S. McNairn & Co., Toronto General Trusts Building, Yonge St.; and Western Canada Flour Mills Co., 74 King E., all of Toronto.

TO BUILD EMPLOYEES' HOUSES.

The McCormick Co., Biscuit and Candy Manufacturers, London, Ont., who expect to occupy their new factory in about three months' time, intend to erect in that neighborhood a large number of workingmen's homes of brick and wood, ranging from $1,000 to $2,500 in price. These they will sell on easy terms to their employees or whoever desires to buy. The McCormick factory is about two miles east of the business centre of London on the Dundas car line and there is sufficient property for the erection of 800 houses in that section, with a fair-sized lot in connection with each. The primary idea in this plan is to solve the transient labor problem, and to give employees comfortable homes near their work.

California Prunes in Strong Hands

Stocks Said to be About Cleared up on Coast—Prices Holding Firm — Sugar Marking Time — Britain Buying Much Canned Salmon.

MARKETS IN BRIEF

QUEBEC.

PRODUCE AND PROVISIONS—
- Butter and eggs are both very firm at present. Stocks scarce.
- Hogs decline ¾ pound.
- Poultry scarce.
- Honey is very weak

FRUIT AND VEGETABLES—
- Russets No. 1 and Ben Davis No. 2, advance 50 cents per barrel.
- Grapefruit, all sizes, decline 50 cents a crate.
- Lemons advance 25 cents
- California navels advance 25 cents.
- California celery much firmer. Now as high as 7.50 crate.
- Canadian vegetables all advance. Stocks are low.

FLOUR AND CEREALS—
- Flour market much stronger
- Cereals moving out freely.
- Mill feeds retain same strong feeling.

FISH AND OYSTERS—
- Haddies, fillets, advance 1 cent.
- Pale salmon qualla, down ½ cent.
- White western halibut down ½ cent.
- Sword fish down two cents.
- Haddock, market and steak cod up ½ cent., pollock up ½ cent.

GENERAL GROCERIES—
- Sugar still weak.
- Scarcity of prunes.
- Tea market quite firm.
- Demand for rice improving
- Molasses declined two cents.
- Nuts quite firm, stocks scarce.
- Vinegar advanced 1 cent. per gallon.
- Present outlook is for dearer salmon. Might come any time.

ONTARIO.

FLOUR AND CEREALS—
- Manitoba wheat and winter wheat flours up 20 cents per barrel.
- Cereals firm, but unchanged.
- Mill feeds unchanged

FISH AND OYSTERS—
- Business continues brisk.
- Pickled, salt and dried fish scarce.
- Lobsters very scarce.
- Other lines offering freely.

PRODUCE AND PROVISIONS—
- Butter firm
- Clover honey declines 1 cent on larger tins.
- Spring broilers 20 to 22 cents.
- Ducks, 16-20.
- Fowl, 14-18.
- Chickens, 18-20.
- Turkeys, 22-25.

FRUIT AND VEGETABLES—
- California navels, $2.75 to $3.25.
- Messina and Seville oranges, $2.50 to $3.00
- Canadian beets, $1.25 to $1.75.
- Ontario cabbage easier.
- Southern cabbage offering at $3.00 a case.
- Spanish onions and bag onions, $4.50 to $5.00
- Parsnips, $1.25 to $1 75.
- Florida tomatoes, $4.00 per case.

GENERAL GROCERIES—
- Sugar marking time.
- Prunes very firm.
- Prices of Rangoon rice lower after April 15th.
- Stocks of sockeye salmon low.

QUEBEC MARKETS.

MONTREAL, March 12.—Business passing at present time is considered to be satisfactory, and so far as collections are concerned, East is quite normal and few complaints are heard. However, there is a good deal of renewing going on yet in the West, while some report that western merchants are reducing their paper as often as possible. February was a bad month so far as collections were concerned, as the usual slump, which is looked for every year at this time, coupled with crippled condition of a good many retailers, has had its effect. However, to offset this local men claim that eastern merchants are meeting their papers almost to a man.

SUGAR.—In this market it may be repeated what was said one week ago. It is general opinion that market is easy, and the refiners have admitted that higher prices now look to be quite distant. Although they admit easiness of market, they claim there does not look to be cheaper sugar in sight. This, however, is not opinion of a good many local jobbers. In view of this, best advice one could give to retailers is to buy small and often for present needs in order to be in a position to take advantage of any change.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 25
20 lb. bags	4 35
2 and 5-lb. cartons	4 55
Second grade, in 100 lb. bags	4 10
Extra Ground Sugars—	
Barrels	4 65
50 lb. boxes	4 95
20 lb. boxes	5 05
Powdered Sugars—	
Barrels	4 65
50 lb. boxes	4 85
25 lb. boxes	4 85
Paris Lumps—	
100 lb. boxes	5 00
50 lb. boxes	5 20
25 lb. boxes	5 30
Crystal Diamonds—	
Barrels	5 05
100 lb. boxes	5 20
50 lb. boxes	5 30
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 30
No. 2	4 30
No. 1	3 90

DRIED FRUITS.—Demand for all lines is good, with probable exception of Valencia raisins, which are not moving out as they should. Prunes, although they are high this year, have been moving with same freeness which features this market every year. Stocks are none too heavy, and it might be interesting to quote an incident which took place last week in one wholesale house here. One of their travelers sent in an order for a shipment of 25 boxes of high-grade prunes and had given the retailer benefit of a little lower price. When order reached the office it was immediately returned, and the traveler was notified that no concessions were to be made on prunes, as stocks held would not warrant this. Apples are also moving out well. Lenten season has stimulated this market greatly.

EVAPORATED FRUITS.	Per lb.	
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07¼
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25 lb. boxes, faced	....	0 09½
95 to 100, in 25-lb. boxes, faced	0 06	0 06½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—Market is in good condition at present, as stocks held are ample to fill present requirements. There is a strong feeling in higher grades and prices are held firm. To pick out any one line as a leader would be hard, as all qualities are moving out freely. Chinas probably are only exception, but still there is always a steady demand for all those lines.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—There is still a steady demand for all grades, and prices are held firm. There is not likely to be any increase in coffee for some time, as stocks held at present are "good-sized," and reports coming forward from plantations are to effect that this year's crop looks to be very good. If these reports hold good, it is not thought in local circles that there will be any change in quotations unless it is in a downward direction.

Coffee, Roasted—		
Rogotas	0 27	0 28
Gantemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26

Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 08	0 10

RICE AND TAPIOCA.—There is a much better feeling in this market at present, as country merchants have already responded to circular which was sent out a few weeks ago to effect that there would be reduction of 20 cents on Rangoon rice for shipment after the 14th of April next. These orders are coming in, although shipment will not be made until after above-mentioned date.

General feeling is good. At present Lenten season has stimulated trade somewhat in both lines, and business passing at present is much in advance from that of three weeks ago, as retail trade seem to be pushing sales of these lines.

Rangoon Rice—	Per cwt.
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 29
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¼ 0 05½
Quarter bags, 56 lbs.	0 05⅜ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

MOLASSES AND SYRUPS.—There has been another reduction in molasses; this time price has dropped 2 cents. At present market seems to be weak, as stocks held are good, while reports are to effect that amount of molasses which will be available this year will be heavy. At present time there is a quantity of molasses being consumed, and business passing is considered good.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.38	.35	.33
Barrels	.41	.38	.36
Half barrels	.43	.40	.38

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.	0 04
Pails, 38½ lbs., 1.$85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lbs. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	1 00
Maple sugar, pure, per lb.	0 10 0 11

NUTS.—This market is holding up well, and firm feeling exists in all lines. Stocks of each line are scarce, and this has not helped matters any. Reason for scarcity is due to fact that when new nuts were received last year there were few old stock on hand, and naturally quantity ordered for this year was not sufficient, as demand has been greater than usual. Market is quite strong, and prices are held firm.

Shelled walnuts, per lb.	0 38	0 40
Shelled almonds, 28-lb. boxes, per lb.	0 45	0 46
Finest filberts	....	0 13
Pecan	....	0 18
Almonds	....	0 19
Walnuts	....	0 18
Brazils	....	0 24
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—There is a good steady demand for all lines, and volume of business passing at present time is much heavier than that of three weeks ago owing to Lenten season being in full swing. There is a great demand in this province at present for split peas.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

VINEGAR.—There has been advance in domestic vinegar of 1 cent per gallon. According to grade prices are now ranging from 13 to 20 cents. Orders for this bulk vinegar are now being accepted at above rate for shipment on opening of navigation. This increase was caused by wholesale houses only, as their price from manufacturer is unchanged.

ONTARIO MARKETS.

Toronto, March 12.—Fair business is passing, and some wholesalers say that collections are good. Tea, as usual, is firm on primary markets. A new factor which is entering into the world's market is that Russia is reported to be considering the removal of duties on tea. If this should materialize it will increase consumption of tea there very much, as the poorer people of Russia will be enabled to buy more freely. Sugar is marking time. Prunes are firm. Rangoon rice, it will be remembered, will be reduced after April 15th on orders to be sent in any time from now on.

SUGAR.—The outside tone in raws and refined is somewhat easier with a slackening of demand. Locally many orders are of a hand-to-mouth nature, as many people feel that a waiting attitude is correct one at present. One jobber, who is usually well informed, states that he can see nothing at present to indicate lower prices, there is, in his opinion, no prospect of any immediate advance.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 31
20 lb. bags	4 41
2 and 5 lb. cartons	4 61
Second grade granulated, 100-lb. bags	4 21
Nova Scotia refined, 100-lb. bags	4 21
Western Ontario refined, 100-lb. bags	4 21
Extra Ground Sugars—	
Barrels	4 71
50 lb. boxes	5 21
25 lb. boxes	5 41
Powdered Sugars—	
Barrels	4 51
50 lb. boxes	4 71
25 lb. boxes	4 91
Crystal Diamonds—	
Barrels	5 11
100 lb. boxes	5 06
50 lb. boxes	5 16
Paris Lumps—	
100 lb. boxes	5 06
50 lb. boxes	5 06
25 llb. boxes	5 36
Cartons (20 to case)	0 36
Cartons (50 to case)	0 18
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 1	3 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

CHARCOAL.—Charcoal has advanced from 60 cents a dozen to 96 cents a dozen. When decline took place some time ago—due to price-cutting of manufacturers—it was thought that prices would sooner or later come back to the old figures. Since that time various prices have been quoted to the trade four and five for twenty-five cents, 17 for $1, etc. Retailers now are generally selling at 10 cents a bag straight, thus making a gross margin of 25 per cent. Those who bought heavily at the low prices stand to make considerable money on their purchases.

CANNED GOODS.

MONTREAL.—Situation at present time is rather at a standstill. Apparently, all dealers throughout country are pretty heavily stocked and few orders are being received for canned fruits and vegetables at present. Wholesale stocks are also said to be quite heavy. There is, of course, a certain amount of business going on at present, but it is much below expectations. Fact remains, however, that although wholesale houses are not yet feeling, to any great extent Lenten trade, it is being felt by the retail trade.

Salmon situation is one which is causing a great deal of guessing at present time. Question is, what will increase amount to? Every one here is well aware of fact that the market is exceedingly firm at present, and they not only look for dearer prices in fall, as was reported some weeks ago, but they also think that there is going to be an advance in the very near future. The situation at present is considered very strong.

As to sardines, at present market is exhausted in some lines (foreign) and orders going forward for these are made up of others. There has been a much bigger demand this year than ever before and trade seem to realize that this particular line is becoming more and more popular every year. Domestic sardines are also selling well. Present prices are thought to be as cheap as they will be, and if there is any change in quotations at all it is the general opinion of many that it will be in an upward direction or not at all.

TORONTO.—With regard to advance in prices of Sockeye salmon which have been made to the trade by wholesalers, and which were mentioned in last week's Canadian Grocer, it may further be said that Britain is to a great extent responsible for the very heavy consumption of canned salmon which has occurred this season. In addition to that the low price of salmon and the high price of fresh meat has added very much to the popularity of the former. In prices quoted below as wide a range as possible is given in order to cover prices of various brands and those quoted by different wholesalers. There is an impression among some wholesalers that a still further advance may be made.

Salmon—		
Fraser River Sockeyes—		
1 lb. talls, dozen	2 25	2 30
1 lb. flats, dozen	2 25	2 45
½ lb. flats, dozen	1 35	1 45
Northern River Sockeyes, dozen, 1's	....	2 10
Red Springs, dozen	1 85	1 90
Cohoes, dozen	1 45	1 50
Pinks, dozen	0 95	1 00
Sardines—		
Domestic, quarters, case	3 50	3 75
French, quarters, case	13 50	15 00
Norwegian, quarters, case	10 00	11 00
Portugese	8 00	12 00

MANITOBA MARKETS.

MARKETS IN BRIEF

MANITOBA MARKETS.

PRODUCE AND PROVISIONS—
Lard prices are low; foreign butters coming in; cheese very scarce; Chinese eggs on market.

FRUIT AND VEGETABLES—
Barrel apples scarce and dear; strawberries more plentiful; Florida tomatoes arriving.

FISH AND OYSTERS—
Record week for fish; poultry becoming scarce; oyster stocks low.

FLOUR AND CEREALS—
Advance in flour expected; rolled oats difficult to get.

GENERAL GROCERIES—
Tapioca expected to advance; coffee and chicory decline; prunes getting very scarce; brisk demand for beans; business in sugar still quiet; sugar market somewhat easy.

Winnipeg, March 10.—There is considerable uneasiness among wholesale houses owing to the advent of new companies who announce considerable reductions in the price of staple lines, or, as one wholesaler termed it, "cutting the heart out of prices." This does not refer only to general groceries. One of these firms is reported this week to have entered the fruit field in earnest, cutting prices, and some interesting fruit prices are expected before long. Considerable interest is being taken in the invasion of Western Canada by Nash Brothers, Minneapolis, who have recently added two wholesale houses in the West to their list, and are reported to be contemplating the establishment of others.

Numerous inquiries are coming in from all over the West, which proves that stocks are getting low. More inquiries are coming in now than for a long time. But there is little buying going on, dealers being afraid to speculate just now. So convinced are they that the price of sugar will drop, they are content to buy hand-to-mouth. The prune situation is getting serious. Prices are advancing right along, especially in large sizes, and the supply is limited. A large importer stated to-day that one could buy prunes in Winnipeg cheaper than they could be brought in from California. Buyers are not following the market, owing to the extreme competition.

The report that the Mexican Government would put an export tax on coffee has had the effect of raising the price ½ to 1c. a lb. Tapioca prices are low, but are sure to advance. Evaporated apple stocks are exhausted, and prices are advancing rapidly.

SUGAR and SYRUPS.—Dealers are still waiting for the price of sugar to go down, and business is quiet. They expected a reduction before this, but it has not taken place yet. Whether or not this decline will take place is a conjecture. There is a good demand for syrups, and prices are stationary.

	Per cwt. in sacks.
Sugar, Eastern—	
Extra standard granulated	4 80
Extra ground or icing	5 30
Powdered	5 10
Chestnuts, per lb.	0 20 0 25
Lumps, hard	5 75
Montreal, yellow	4 40
Sugar, B.C.—	
Extra standard granulated	4 80
Yellow sugar, No. 1	4 40
Yellow sugar, No. 2	4 25
Yellow sugar, No. 3	4 15
Bar sugar	4 95
Icing sugar	5 15
Powdered sugar	4 95
H. P. lumps	5 65
Sugar packed in barrels 5c per cwt. more.	

DRIED FRUITS.—Prunes are becoming scarce, and prices have advanced from ¼ to ½ c. on all lines, especially on large sizes, the supply of which is becoming limited. Practically all supplies have been sold up. Prunes are sure to advance a cent a lb. before the new crop arives in October. Valencia raisins are pretty much off market, and are usually taken off the market at this period because dealers will not carry them over until the new crop arrives in September. Nectarines are practically off market on account of the high price, which is 15c. Evaporated apples are advancing rapidly, owing to stocks in Ontario becoming exhausted, and there is every chance of further advances before next crop arrives. The peach market is just holding barely steady, owing to the exceedingly low price as compared with other dry fruits. The sale is exceptionally heavy.

Apples, evaporated, new, per lb.	0 09	0 09½
Apricots—	Per lb.	
Extra choice	....	0 18½
Choice	....	0 18
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 06¾
Washed	....	0 07½
1 lb. package	....	0 07¾
2 lb. package	....	0 15¾
Dates—		
Hallowi, loose, per lb.	....	0 06½
Hallowi, 1 lb. pkgs.	....	0 07
Figs, Cooking—		
Choice, bags	....	0 05⅜
Nectarines	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 07½
Choice, 25-lb. boxes	....	0 07¾
Extra choice, 25-lb. boxes	....	0 08¾
Prunes, in 25-lb. boxes—		
90 to 100	....	0 07
80 to 90	....	0 07⅜
70 to 80	....	0 08
60 to 70	....	0 08¾
50 to 60	....	0 09⅜
40 to 50	....	0 12½
Raisins, Valencias—		
Valencia selects, 28's	....	1 82
Valencia selects 14's	....	0 94
Valencia layers, 28's	....	1 90
Valencia layers, 14's	....	0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 08	0 12½
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 08
3 crown, loose, 25s	....	0 08¼
Choice seeded, lb.	....	0 09⅜
Extra fancy seeded, lb.	....	0 10

TEAS and COFFEES.—Coffee has declined in past ten days from ¼ to ⅜ on Rios. Santos of good description for roasting remains unchanged, and hard to buy. A great deal of the Santos coming on to market is undesirable for roasting purposes. It has been unofficially announced that the Mexican Government would levy ½ c. per lb. export duty on Mexican coffees, and largely on this report the Mexican market has advanced in the last week ½ to 1c. per lb. for good description. There is a good demand for Mexican in Manitoba as it blends nicely in the local water. Chicory has declined in the last week or so. The sale of bulk tea is reported to be getting less every year, and that the demand for package tea increases.

Coffee—	Per lb.	
Rio, No. 5, green	....	0 13½
Rio, roasted	....	0 17
Santos, green, No. 4	....	0 14¼
Santos, roasted	....	0 22
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 15	0 25
India and Ceylon, choice	0 22	0 32
Japans, choice	0 21	0 30

RICE and TAPIOCA.—Prices of tapioca are low compared with those of the past, and prices in the West will probably advance shortly, due to foreign markets advancing, and high price being paid for new arrivals. Siam and Japan rices have been falling off in price lately, while Patna rice has been advancing, with a further advance probable.

Rice—		
No. 1 Japan, per lb.	....	0 05⅞
No. 2 Japan, per lb.	....	0 05
Siam, per lb.	....	0 04¼
Patna, per lb.	0 05½	0 06½
Carolina, per lb.	....	0 08
Sago, pearl, per lb.	....	0 04
Tapioca, pearl, per lb.	....	0 04½

SASKATCHEWAN MARKETS.

(By Wire.)

Regina, Sask., March 5.—Market shows considerable fluctuation this week. Cheese has advanced, eggs are on decline owing to large quantities coming in, creamery butter remains stationary but dairy has taken a decided drop of five cents. California fresh fruits have slightly advanced owing to floods and to increase in demand always apparent at this time of year. Oranges have advanced and lemons have also gone up and further advance is expected. Commencing next week, all cars shipping in lemons will be iced, thus increasing the price per case at least twenty cents. Sugar market is considered weak though no change in price reported. There is decided advance in onions.

Produce and Provisions—		
Butter, creamery, per lb.	0 31	0 32
Butter, dairy, No. 1, 20c; No. 2	....	0 15
Cheese, per lb.	0 16⅞	0 17
Eggs, fresh, per doz.	....	0 35
Lard, 3's, per case	....	8 15
Lard, 5's, per case	....	8 05
Lard, 10's, per case	....	7 90
Lard, 20's, each	....	2 75
Dried Fruits—		
Apricots, choice	....	0 17⅜
Currants, gulf cleaned	....	0 06¾
Figs, natural 6's	....	0 06¾
Evaporated apples, per lb.	....	0 09½
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09½
Prunes, 70-80, 25s	....	0 08¾
Raisins, muscatels, 50s	....	0 07¾
Raisins, muscatels, 25s	....	0 07¾
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07¾	0 09¾
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 80
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	5 25
Lemons, California	....	4 75
Oranges, navel	2 75	3 25
Onions, Val.	....	6 50
Tomatoes, Cal., case	....	2 75

(Continued on next page.)

FLOUR and CEREALS

Flour Still Very Firm; Deliveries of Wheat Small

Manitoba and Winter Wheat Flours Make Further Advance of 20 Cents Per Barrel on Ontario Markets—Cereals Strong in Sympathy With Grain Markets—Mill Feeds Unchanged.

MONTREAL.

FLOUR.—There is still firm feeling in this market, and present prices are quite steady. Demand is good for this season, and export business is practically at a standstill, with exception of that which was contracted for earlier in year. Bids have been received from foreign buyers, but as these were out of line with millers' views, they were not accepted. Business passing at present is keeping up well.

Manitoba Wheat Flour—	Small lots, in bags, per bbl.	
First patents	....	5 60
Second patents	....	5 10
Strong bakers'	....	4 90

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—There is nothing to report in this market this week, as demand as well as quotations has not shown any change from last week. Tone of market is considered to be quite firm, and not much change is looked for.

Cornmeal—	Per 98-lb. sack	
Kiln dried	....	2 10
Softer grades	....	1 95
Rolled Oats—	90's in jute	
Small lots	....	2 22½
25 bags or more	....	2 12½

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled wheat—	100-lb. bbls.	
Small lots	....	2 85
Hominy, per 96-lb. sack	2 40	2 75

MILL FEEDS.—Market continues strong. All lines are moving out quite freely. There is nothing in this market which we can say this week, as there has been no change. Demand, as stated, for past month or two has been so great that millers have oversold for weeks in advance. This state of affairs is still in evidence.

Mill Feeds—	Car lots, per ton	
Bran	....	23 00
Shorts	....	25 00
Middlings	....	28 00
Wheat moulee	....	28 00
Feed flour	....	33 00
Crushed oats, ton	....	29 00
Oat chop, ton	....	29 00
Mixed chop, ton	....	29 00
Barley chop, ton	....	29 00

TORONTO.

FLOUR.—Market is still on upward trend, and advances of 20 cents per barrel are reported this week in both Manitoba and Ontario flours. Ontario flour is stronger in sympathy with the growing scarcity of winter wheat, which has been explained before on ground of farmers using winter wheat for feed. Manitoba flour has advanced in sympathy with Manitoba wheat. It is believed by some millers that supplies of Manitoba wheat now in the West are in very strong hands.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
First patent	5 70	5 50
Second patent	5 20	5 00
Strong bakers	5 00	4 80

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
Fancy patents	5 55	4 95
90 per cent.	5 05	4 55
Straight roller	4 95	3 75
Blended flour	4 80	4 85

CEREALS.—Market shows no change as regards prices. Amount of business passing is very fair. There is a firm feeling in oatmeal.

Peas, Canadian, boiling, bush.	2 00	2 25
Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	....	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	2 50
Cornmeal, yellow, 98 lbs.	2 05	2 15
Graham flour, 98 lbs.	....	2 50
Hominy, granulated, 98 lbs.	....	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 41	2 51
Oatmeal, granulated, 98 lbs.	2 41	2 51
Peas, split, 98 lbs.	....	3 65
Pea meal, 98 lbs.	....	3 50
Rolled oats, 90-lb. bags	2 15	2 30
Rolled wheat, 100-lb. bbl.	....	3 00
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	2 95
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.— Market continues strong as ever, with some prices ruling. Continued spell of cold weather has, no doubt, made demand greater. All lines are moving out freely.

Mill Feeds—	Car lots, per ton.	
Bran	....	23 00
Shorts	....	25 00
Middlings	27 00	28 00
Wheat moulee	27 00	28 00
Feed flour, per bag	1 55	1 60

WINNIPEG.

FLOUR.—The flour business in Winnipeg and further West, has been very quiet owing to there being no change in price. The wheat market is much firmer, and there is every indication that flour will advance about the middle of March. Prices have advanced in the East 20c. per bbl.

Manitoba Wheat Flour—	Per bbl.	
First patents	....	5 30
Second patents	....	4 70
Strong bakers'	3 90	4 00

CEREALS.—Market is active at present time, especially in rolled oats. Some millers are finding it hard to fill orders, especially for car load lots. Although there is no change in price now, this product might take a sharp advance at an early date.

Rolled oats, per 80 lbs.	1 75	1 80
Oatmeal, fine, standard and gran'd, 98 lbs.	....	2 25

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, N.B., Mar. 12.—Business shows great improvement, collections being better. Markets are not much changed. Flour is still strong and changes are possible. Western buckwheat stock is exhausted. Provision market is firm; domestic pork advanced 50 cts. Cornmeal, ordinary, increased 5 cents per bag. Eggs still remain scarce and are quoted, case, 37-40, Hennery, 45. Potatoes have been frozen in large quantities in upper province districts. Prices are about same here.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	25 00	27 50
Pork, domestic, per bbl.	....	29 50
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 30	0 31
Cheese, per lb.	0 16	0 16½
Eggs, in case, 37 to 40c; hennery	....	0 45
Lard, compound, per lb.	0 11¾	0 12
Lard, pure, per lb.	0 14¾	0 15
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 65
Flour, Manitoba, per bbl.	....	6 45
Flour, Ontario, per bbl.	....	5 85
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	....	1 70
Sugar—		
Standard granulated	4 40	4 50
United Empire	4 20	4 30
Bright yellow	4 20	4 30
No. 1 yellow	3 90	4 00
Paris lumps	5 25	5 50
Molasses, Barbadoes, fancy	0 29½	0 30
Valencia onions, in crates	4 75	5 00
Currants, 1s, per lb.	0 06	0 06½
Raisins, California, seeded	0 09¾	0 10¼
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 25	2 35
Yellow eye	3 50	3 60
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

NOVA SCOTIA MARKETS.

(By Wire.)

Halifax, March 12.—Wholesale grocery dealers report many prices moving upward. Yellow-eye beans have been marked up to $4.00 per bushel. California oranges are fifty cents per case higher and American beef has also advanced. Packers advise that only small quantities will be delivered during next two months. There has been another advance in onions, which are now quoted at 4½ cents per pound. A few cases of New Bermuda onions arrived here this week. Good apples are scarce and prices are high. Some nonpareils marketed this week sold at $5.50 per bbl. Receipts of eggs improved and price was easier at 29 cents. There is some improvement in butter situation.

FRUIT & VEGETABLES

California Navels Advance; Lemons Very Firm

Lemons Have Advanced 25 Cents on Quebec Markets, and Advance is Expected in Toronto — Some Advances in Canadian Vegetables — Onions Up 25 to 50 Cents.

MONTREAL.

GREEN FRUITS.—Supplies at present are not quite so hard to bring in, as weather has changed considerably during last week, and naturally market is a little easier. There are, however, changes recorded in several lines. There has been an advance of 50 cents a barrel in both Russets No. 1's and Ben Davis No. 2's. Grapefruit has declined to $4 per case for all sizes, which is reduction of 50 cents. Lemons have advanced 25 cents in both fancy and extra fancy. In orange line, California navels have advanced 25 cents, and are quoted at $3. All other prices remain unchanged from one week ago.

Apples—		
Spies, No. 1s, very fine, bbl.	....	7 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Russetts, No. 1s	....	6 00
Russetts, No. 2s	....	5 00
Ben Davis, No. 1s	....	5 50
Ben Davis, No. 2s	....	5 00
Bananas, crate	2 00	2 50
Cape Cod cranberries, bbl.	....	16 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 00
Lemons—		
Extra fancy, 300 size	....	4 00
Fancy, 300 size	....	3 50
Oranges—		
Floridas, 150-176-200	....	3 50
Mexicans, 126-150, $2.00; 176-200-216-250	....	2 25
California navels, 126-150-176-200-216-250	....	3 00
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES.—Market is beginning to feel scarcity of Canadian vegetables, and this week has seen an advance in carrots of 25 cents. It is claimed by local dealers that supplies are none too great here. California celery has jumped to $7.50, although there are still some dealers who are quoting $6.50. Cauliflower has advanced during past week. Quotations on crate of one dozen this week is up 25 cents from quotation of last week, which was on a crate of two dozen. Egg plant has declined 50 cents. Boston cucumbers have declined from 75c to $1 per dozen. Boston lettuce is up 50 cents, while parsnips have advanced 25 cents per bag. Spanish onions have also advanced 50 cents. Green peppers have declined 15 cents per basket. Quebec turnips have declined 25 cents a bag, while radishes have advanced 10 cents per dozen bunches.

Beans, wax, crate, Florida	....	6 50
Beans, string, crate, Florida	....	6 50
Beets, bag	....	1 25
Brussels sprouts, quart	0 28	0 30
Cabbage, bbl.	2 75	3 00
Cabbage, per dozen	....	1 25
Carrots, bag	....	1 50
Cauliflower, crate, 1 doz.	....	3 25
California celery, crate, $6.50-$7.50; Florida, crate	....	2 75
Cucumbers, Boston, dozen	....	2 00
Egg plant, crate, 2 dozen	....	5 00
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	2 25
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	....	5 50
Spanish, half case	3 00	3 25
Red Danvers, 100-lb. bag	....	5 00
Shalottes, per dozen bunches	....	0 50
Parsnips, bag	....	1 50
Parsley, American, per doz., bunches	....	0 75
Parsley, Canadian, per doz. bunches	....	0 35
Peppers, green, 3½ qt. basket	....	0 75
Potatoes—		
Green Mountains and Quebecs, bag	1 00	1 10
Potatoes, sweet, Jersey, hpr.	....	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, hothouse, per lb.	....	0 25
Spinach, C.H., box	....	1 25
Spinach, C.H., barrel	....	3 75
Young onions	....	0 30
Radishes, per doz. bunches	....	0 50

TORONTO.

GREEN FRUITS.—Reports are to hand of recent rainstorms in California, which, some reports say, have done much damage to orange crop there. As result, $2.75 is lowest price for California navels, while some dealers quote as high as $3.25 a case. Market is quite firm. Owing to troubles in Mexico it is likely that when Mexicans in any quantity reach this market again they will sympathize with the strength in California navels. While the unexpected is always liable to happen, there is nothing in sight at present to indicate that prices on oranges will be easier. Now is time for heavy consumption, as fruit is at present most tempting. Moreover, owing to speedy ripening, great care must be taken for refrigeration in transit, which adds to the cost. Heavy consumption, too, arising from low prices, is another bullish factor in market. Supplies of Messinas and Sevilles are light, and prices rule firm.

Lemons are considered fair property now. Trade here runs mostly to the 300 size, and they are hard to get. Lots of the smaller sizes are to be had, but Canadian dealers do not care much for these. Prices are expected by importers to be higher.

Local apples now show great differences in quality, making a wider range of prices necessary.

Apples—		
Spies, hand-picked, barrel	5 00	6 00
Other varieties, winter apples, No. 1s	....	4 50
Other varieties, winter apples, No. 2s	....	3 50
Local, bbl.	2 00	4 00
IMPORTED.		
Apples, Jonathans, case, fancy, extra	....	3 80
extra	....	3 00
Spitzenbergs, per box	....	3 00
Roman Beauties, box	....	3 00
Bananas, per bunch	1 25	1 75
Cranberries, long keepers, box, $3.75; bbl.	....	13 00
Grapefruit, Florida, case	4 50	5 00
Grapefruit, Cuban, case	3 00	4 00
Grapes, Malaga	6 50	7 50
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels	2 75	3 25
Floridas, best grades	....	3 00
Messinas	2 50	3 00
Sevilles	2 50	3 00
Lemons, Messina, 300's, new	3 25	3 75
Pineapples, Floridas	4 00	5 00
Strawberries	0 40	0 50

VEGETABLES.—Scarcity of Canadian-grown vegetables other than potatoes has caused advances in beets, parsnips and carrots by some dealers, and, while others leave quotations unchanged, it is a question how long they will do so. Ontario cabbage, however, is easier, reason for this being that new southern cabbage is on market now, and market is better supplied. Onions took another move upward. It is likely they will continue high till next Fall now.

Florida tomatoes are on market now at about $4 per case.

Potatoes are firm at present, but milder weather is expected to bring decline.

Beets, Canadian, per bag	1 25	1 75
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	2 50	2 75
Cabbage, new, Southern	....	3 00
Carrots, Canadian, bag	1 35	1 75
Cauliflower, Cal., per crate 1 doz.	....	1 50
California celery, case	4 50	5 00
Egg plants, apiece	....	0 45
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, crate	4 50	5 00
Large cooking, bag 100 lbs.	4 50	5 00
Green, doz., Canadian, 30c; U.S.	0 40	0 50
Parsnips	1 25	1 75
Potatoes, New Brunswick, per bag	1 05	1 15
Potatoes, Ontario	0 95	1 00
Sweet potatoes, kiln dried, hamper	1 35	1 40
Parsley, U.S., per doz. bunches	....	0 75
Rhubarb, per dozen	0 90	1 00
Tomatoes, hothouse, lb.	....	0 40
Tomatoes, Florida, per case	....	4 00
Turnips, bag	....	0 50

Allaire & Joncas, Bromptonville, Que., grocers, have registered.

S. H. Ewing & Sons, wholesale coffee, spices, etc., Montreal, sustained a fire loss recently.

E. Nicholson, of Nicholson & Bain, Winnipeg, has gone West on a visit to the branch houses. Mr. Bain is in Europe, and will be away two months.

CONGRATULATIONS FROM QUEBEC.

The MacLean Publishing Co., Ltd.
Toronto, Ont.

Dear Sir:

I have pleasure in handing you herewith Money Order covering subscription of year 1914, and meanwhile have pleasure to congratulate you on your very interesting newspaper.

Quebec, Feb. 26, 1914. G. De BLOIS.

CANADIAN GROCER INCREASES SALES

Canadian Grocer:

Dear Sirs.—I find that by keeping posted from Canadian Grocer I can not only make more sales but can gain very useful ideas from other articles in it. Wishing your paper every success, I remain,

Yours truly,
S. C. KERNAGHAN.

Peterborough, Ontario, March 4th, 1914.

FISH AND OYSTERS

Pickled and Dried Fish Scarce; Lively Trade Passing

Stormy Weather Predicted in East May Cause Scarcity of Fresh Fish — Bulk Oysters Not Plentiful.

MONTREAL.

FISH.—Lent rush is well over, but there is still a feeling that there will be good trade from now until end of the season. Fresh fish has been coming for a few days in small quantities. Since our last report a few lines have dropped out of market.

In a general way, it might be said that, apart from frozen halibut, salmon, mackerel and lake trout, every other line is pretty well exhausted.

Labrador herrings, pickled sea trout and Labrador salmon have advanced some, but supplies will equal demand.

Owing to unexceptionally stormy and cold weather down South, the supply of bulk oysters has been short lately and prices higher.

Stormy weather is the prediction, and it is evident that fresh fish will be scarce this week and prices pretty high. Unless the trade take advantage of lines offered just now it doesn't look like reducing cost of living by adhering to Lent diet.

TORONTO.

FISH AND OYSTERS.—Stocks of pickled fish, salt and dried fish, are very low and hard to get. Other lines, however, are plentiful. Business keeps up well, and there will likely be no let-up till after Easter. While in fore part of season tradesmen were complaining at lack of business, there has certainly been no slackness lately. Lobsters are scarce, and will likely continue to be.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .8-.9	$ .10
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10
Haddies, fillets, per lb.	.12	.12
Haddies, Niobe boneless, per lb.	.10	.10
St. John's bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.10	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.10	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40	....	1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut	....	.20

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	.12
Salmon—Gaspe, medium and small, per lb.	.14-.15	.12
Salmon, red—steel heads, per lb.	.12-.13	.12-.14
Salmon, red—sockeyes, per lb.	.10-.11	.07-.11
Salmon, red—Cohoes or silvers, per lb.	.09-.10	.07-.11
Salmon, pale qualla, dressed, per lb.	.07-.07½	.06½-.09
Halibut, white western, large and medium, per lb.	.08-.08½	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb., per 100 count	....	2.50
Herrings, large, 85 lb. per 100 count	....	2.75
Haddock, medium and large, per lb.	.06-.07	.05
Market codfish, per lb.	.05½-.06	.05
Steak codfish, per lb.	.06½-.07	.09
Pollock, per lb.	.04½-.05	.04½
Tommy cods, per bbl.	2.00	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.10-.11	....
Sea trout, per lb.	.10-.11	.07½
Shad	.10	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tulibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12.	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Pike, round	.05½-.06	....
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	....
Carp	.12	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	6.00	6.50
Herrings, Labrador, half bbls.	3.25	3.50
Herrings, Nova Scotia, bbls.	5.75	....
Herrings, Nova Scotia, half bbls.	3.00	....
Lake trout, half bbls.	....	8.00
Quebec sardines, bbls.	6.00	....
Quebec sardines, half bbls.	3.50	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.10	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	1.25
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs.	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	11.00	....
No. 1 green cod, medium, bbl.	10.00	....
No. 1 green cod, small, bbl.	8.50	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.08	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	7.50
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.40	.50
Boiled lobsters, medium and large, per lb.	.42	....

WINNIPEG.

FISH and POULTRY.—Business in fish during the past week has been good, especially in lake fish, i.e., white fish, pickerel, jack fish, and gold eyes. The demand has been good on account of the Lenten season. Wholesalers are just making up their figures for the past week, but, speaking off-hand, they believe that business has been better than last year. Poultry will be slow until the last week in Lent, then it is expected there will be an exceptional demand for Easter. Prices of poultry will remain firm, and it is just a matter of a few weeks when all local stock on the market will be consumed. The West will then have to depend on the East. The demand for oysters in Lent is always good, but stocks during the past week have been low, and prices higher on account of storms on the East coast. Prices have not advanced this week, however, though wholesalers are paying more for them.

Fish—		
Fresh whitefish, per lb.	....	0 08½
Halibut	0 08	0 08½
Salmon	....	0 10
Smelts	....	0 10
Herring	....	0 06
Lake trout	....	0 12½
Cod fish	....	0 10
Cured Fish—		
Smoked goldeyes, per doz.	....	0 50
Finnan haddies	....	0 08
Holland herring, keg	....	0 69
Labrador herring, ½ bbl.	....	4 25
Oysters—		
Per gallon	....	2 75
Large tins, 4 1-5 gals.	....	10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens	....	0 12
Turkeys	....	0 15
Ducks	....	0 12
Geese	....	0 12
Poultry, Dressed, Fancy No. 1—		
Fowl	....	0 17
Chickens	....	0 21
Turkeys	....	0 26
Ducks	....	0 22

CATALOGUES AND BOOKLETS.

The A. J. Deer Co., Hornell, N.Y., manufacturers of "Royal" electric coffee cutting mills and meat choppers, have issued a handsome illustrated catalogue containing upwards of seventy half-tone cuts. Among these may be mentioned several showing the men at the head of the "Royal family." They include one showing the first factory in 1905 and the first mill and first chopper manufactured, as well as the first salesman—A. J. Deer. On another page of the catalogue is shown the modern factory and the 1914 selling force. There also are numerous cuts of various offices and departments in the present factory, as well as many of the mills and choppers assembled and in parts. Many of these latter illustrations are in red, giving a bright appearance to the pages.

WANTED

WANTED—MAN WITH CONNECTION IN Western Ontario and Peninsula to sell groceries on commission or a straight salary, for a Toronto firm. State age and experience to Box 41, Canadian Grocer. (1t)

PRODUCE & PROVISIONS

Stocks of Storage Butter Believed to Be Low

Situation is Problematical, However — Eggs Still Firm, But Decline Expected Daily—Honey Declines and Poultry Advances in Toronto.

MONTREAL.

PROVISIONS.—Business passing this last week has been very good in some lines, while others have suffered considerably. Lenten season always affects provision business to a certain extent, while it stimulates butter and egg business. This year has seen no change in general situation, and business is seasonably good, although, as stated, slow in some lines. Most lines are moving out slowly. Lard has not shown any change, and there is an easy feeling in this market, although there was reduction of ¼ cent per pound last week. Demand for hogs has dropped off slightly, as has also price, which is quoted at a reduction of 75 cents from last week and is now ranging from 13.75 to 14.00. All other prices remain unchanged.

Hams—		Per lb.
Light, per lb.	....	0 19
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 50
Clear pork	....	27 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	....	0 14¼
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14¾
Cases, 10-lb. tins, 60 in case	....	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—		Per cwt.
Dressed, abattoir killed	13 75	14 00
Dressed, country	13 00	13 25

BUTTER.—Locally, situation is strong, as stocks on hand are considered light by holders, who seem to think that end of present month will see shortage in market. Price to wholesaler has increased during past week, but as yet this has not had any effect so far as retail trade is concerned. Feeling is general that present stocks are not sufficient to meet demand until new production starts in. Consumption to-day is increasing, and as receipts are falling off, supplies naturally are suffering considerably. There is also a rumor to effect that there was a shipment of 20 pounds of butter passed through here on its way to London. Local men do not seem able to tell just what the meaning of this is, but some say that there is a quantity of dairy butter in middle west and that this might be a sample shipment on consignment.

Creamery—		
Winter made	....	0 28
September-October, finest	....	0 30
Dairy butter	0 23	0 27

EGGS.—Local dealers claim that they are forced to pay 33 cents per dozen to have eggs laid down here from Chicago. As they are selling these at an advance of 2 cents, there does not seem to be much in it for them at present. Prices of last week are still in effect, and at that time they were getting their supplies at 26½ cents. After paying duty and express charges, cost would be about 30 cents per dozen laid down here, or a difference of three cents from one week ago. Situation is strong at present time. Lenten season has stimulated egg business considerably, and supplies available are none too great; in fact, there is a scarcity of the domestic egg, and this market is receiving all supplies from U.S. centres. Situation will ease off as soon as new production starts in, which should be in a short time now.

Eggs, case lots—		Per dozen.
New laids	0 35	0 38
Splits	....	0 30

CHEESE.—Stocks on hand here are said to be lowest on record, and that only cheese held at present is being held for English account. It is estimated that local dealers handled some $17,500,000 worth of cheese for English people last year. Present outlook would lead one to believe that make of cheese this year is going to be a small one, as was last year.

Demand has not changed since one week ago, with same prices in effect.

Cheese—		
Old specials, per lb.	0 17	0 18
September and October	0 15½	0 16
November, per lb.	0 15½	0 16
Stilton	....	0 18

HONEY.—There is lots of honey in first hands throughout country, and stocks on hand locally are still quite ample to fill all requirements. Situation here is said to be quite easy at following prices. Demand is good for small lots.

	White Clover per lb.	Buckwheat per lb.
Honey—		
Barrels	0 11½	0 08¾
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 20	0 15—0 16

POULTRY.—Stocks are ample to fill all requirements at present, although there are some lines which are mighty scarce. There are lots of turkeys and geese to be had, but other lines are said to be just opposite. Demand had been very good, although not quite so much as that of three or four weeks previous. There has been no change in prices.

POULTRY.

Fresh stock—	Live.	Dressed.
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 15—0 18	0 18—0 19
Fowl	0 18—0 20	0 17—0 19
Geese	....	0 15—0 16
Turkeys, spring	....	....—0 23
Turkeys, old Tom	....	0 14—0 16
Milk fed chickens, lb.	....	....—0 25
Milk fed broilers, lb.	....	....—0 30

TORONTO.

PROVISIONS.—Market is quiet, with no change in prices. Dealers say trend of market depends altogether on number of hogs in country, which it is hard to estimate at present. Considerable diversity of opinion occurs in prices quoted by dealers, and where this is the case, a wider range of prices is given. Some seem to look for easier prices.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18½
Large, per lb.	0 17½	0 18
Backs—		
Backs, per lb.	0 22	0 24
Boneless, per lb.	0 23	0 26
Pea meal, per lb.	0 23	0 25
Bacon—		
Breakfast, per lb.	0 18	0 22
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14½
Tubs, 60 lbs., per lb.	0 14	0 14¾
Pails, 20 lbs., per lb.	0 14¼	0 15
Tins, 3 and 5 lbs., per lb.	0 14¾	0 15½
Bricks, 1 lb., per lb.	0 15¼	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10¼	0 10½
Tubs, 50 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
F.O.B., live, per cwt.	9 00	....
Live, fed and watered, per cwt.	9 50	....
Dressed, per cwt.	13 00	13 75

BUTTER.—This market continues to be rather a puzzle, and will be so for some weeks to come. A number on street, however, think position is fairly strong, as they believe stocks on hand are low, and at this season fresh-made stuff is not plentiful owing to fact that many cows go dry about this time. At meeting of Toronto Produce Exchange on Monday butter was firmer.

Butter—		
Creamery prints, fresh made	0 32	0 34
Creamery prints, storage	0 29	0 31
Creamery solids, storage	0 27	0 30
Dairy prints, choice	0 23	0 26
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—Eggs have been fairly firm during fore part of week on account of

light receipts from Chicago and from Ontario farms. This condition, however, is believed to be only temporary, and lower prices are expected within few days, in spite of heavy Lenten consumption, if nothing unforeseen, such as spell of severe weather, happens. Storage eggs are practically off market and have been taken off list of quotations.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	....	0 35
Strictly new laid	0 32	0 33
Splits	....	0 25

CHEESE.—Market remains firm, with no change in prices. Domestic and export demand keeps up, while make this year is said to have been small, but of a very good grade.

Cheese—		
Old, large	0 15¼	0 16
Old, twins	0 15¾	0 16¼
New, large	0 15¼	0 15½
New, twins	0 15½	0 15¾

HONEY.—Prices continue to sag, and a decline in barrels and larger tins has taken place this week. Further declines are possible.

Clover, bbls., per lb.	0 08	0 08½
60 30-lb. tins, per lb.	0 08½	0 09
10, 5-lb. tins, per lb.	0 09¾	0 10
Buckwheat, bbls.	0 06¼	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 25	2 50

POULTRY. — Fresh stock is now hardly to be procured, and live birds offered for sale are so few that quotations are not given. Advances are quoted in broilers, ducks, fowl, chickens, and spring turkeys. Demand keeps up well.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 20	0 22
Duks, spring	0 16	0 20
Fowl	0 14	0 18
Chickens, lb.	0 18	0 20
Geese	0 14	0 16
Turkeys, spring	0 22	0 25
Turkeys, old Tom	0 17	0 20

WINNIPEG.

PRODUCE and PROVISIONS.—Business in lard has been fair, and there are no changes in prices. The future looks good, and on account of heavy hog run, prices are low.

Cured Meats—		
Hams, per lb.	0 16	0 20
Shoulders, per lb.	....	0 12½
Bacon, per lb.	....	0 25½
Long clear, D.S., per lb.	....	0 13
Mess pork, bbl.	....	28 00
Lard—		
Tierces, per lb.	....	0 12½
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02

BUTTER.—The butter market is much firmer. Supply has fallen off somewhat, and dealers are holding out for higher prices. An advance may be expected in the near future. A quantity of butter has been brought in from Minneapolis, and a shipment recently arrived on the British Columbia Coast from New Zealand, a car load of which was sent to Medicine Hat. This was the farthest east it came, none reaching Winnipeg.

Butter—		
Creamery, Manitoba	....	0 29
Creamery, Townships	0 32½	0 33
Dairy	0 19	0 24
Cooking	0 15	0 16

CHEESE.—Cheese is said to be selling in Winnipeg at lower price than it would cost the jobber to bring it in. There is a large quantity of poorly conditioned cheese being held in Winnipeg, but good cheese will bring high prices.

Cheese—		
Large	....	0 15¾
Twins	....	0 16

EGGS.—A thousand cases of Chinese eggs were received by two commission houses in Winnipeg last week. While they had the tendency to pull down the market for a time, the price soon returned to normal.

Eggs—		
Extra first	0 33	0 34
Checks	....	0 26
Extras in cartons	0 35	0 36

R. M. A. FOR HAMILTON.

Provincial Officers Present and Give Addresses—Eric Jamieson, Grocer, is Secretary.

Hamilton, Ont., March 12 (Special)—A meeting was held in the large hall of Central Y.M.C.A. to elect officers for a local branch of Retail Merchants of Canada. Eric C. Jamieson was elected Chairman for the evening and read over a synopsis of the resolutions that had been discussed and adopted at the convention in Toronto, at which he had been the Hamilton representative.

B. W. Ziemann, of Preston, President of Dominion and Provincial Boards gave an address on the workings of the Retail Merchants' Association as a whole, saying that retail merchants, strange to relate, were the slowest class to see the value of true co-operation and organization. He advised the members in so far as they were able to eliminate the fakir in business, to cut out all unfair competition, and by giving a square deal and real service to the public, to prove themselves of some advantage to the community in which they live.

F. C. Higgins, a Toronto grocer, and provincial treasurer, then spoke on what the Association had done to block the Bulk Sales Act and what was being done to reduce the Business Tax from 25 to 10% and other matters pertaining to the legislative work of the Association. On the proposal of Dominion President Ziemann, a committee of 5 were asked to withdraw and consider who were likely members for office, and while this was being done, E. M. Trowern, Dominion and provincial secretary for the Association, gave a stirring and instructive address on the ethics of organization.

The names of members for election being submitted by the committee, not meeting with any opposition, on the motion of D. L. Clarke, grocer of Ottawa Street, seconded by W. H. Forster, of the P. M. C. were accepted as read, the order of them being:— President, Gordon McLaren,(jeweller); 1st Vice, A. C. Mason, (Butcher); 2nd. Vice, Controller Chas. Gardener, (Men's furnishings); Treasurer, Alderman J. H. Plunkett, (Hardware); Secretary, Eric C. Jamieson, (grocer and butcher).

Gordon McLaren then took the chair and after admitting that it was an entirely new position for him to be president of such a body, he hoped with the help of the other officers and members to be able to accomplish some good, and to infuse some real life and energy into this branch of the Association.

It was then moved by Mr. Clarke and seconded by James Maine that one member from each section of the trade be appointed to act with the executive as a sort of advisory or outer executive board and the secretary was instructed to assist the different sections in appointing representatives to this body.

MANITOBA R.M.A. OFFICERS.

At the first annual meeting of the "Manitoba Provincial Board" of the Retail Merchants' Association of Canada, Incorporated, held at Winnipeg recently the former officers were re-elected as follows: Horace Chevrier, president; W. T. Devlin, first vice-president; W. J. McPherson, second vice-president; H. P. Story, treasurer; and J. F. Kennedy, secretary.

INDORSE WEDNESDAY CLOSING.

At the last regular meeting of the Hamilton Retail Grocers' Association, E. H. Young was appointed organizer with a view to increasing the membership. A motion presented by Eric Jamieson and G. H. Robinson, "that this association is in accord with the movement on foot to close Wednesday afternoon the year around, commencing on May 1, was carried on a division. The chair was occupied by the new president, J. M. Semmens.

DOMINION CANNERS' ANNUAL.

At the annual meeting of Dominion Canners, Limited, Hamilton, Ont., last week, profits to the extent of $380,525 were announced for the year after paying $85,890 bond interest. The previous year profits amounted to $503,409, the decline, no doubt, being due to the extensive drop in prices. During the past two years something like $100,000 has been expended in each in new plant, and since the organization of the company about $2,500,000 for this work. Among the shareholders of the company are a number of wholesale grocers, and even one independent canner was present as a shareholder. A full and free discussion took place on questions of general interest to those present.

Three Grocers who will Make Money with Welch's

You Are One Of Them

The wonderful popularity of Welch's, its constantly increasing use in the home, its splendid quality, and Welch advertising—all these mean bigger business for you

The Grocer Who Has had an unhappy experience with "grape juice" which proved unsalable, or which spoiled — This grocer will find that the quality, flavor and purity of Welch's makes business for him.

The Grocer Who Never handled grape juice at all will realize what a money-making opportunity he has been letting go by, when he puts in Welch's displays our free trade-getting display material and pushes the goods.

The Grocer Who Does sell Welch's **knows** the value to himself and his business of being associated with a product of international repute—one which never fails to sell and to satisfy. He knows he will make money with Welch's.

Welch's

"The National Drink"

Free display material for window and counter is furnished to all grocers who push Welch's.
ORDER FROM YOUR JOBBER

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

Cleaning Troubles Vanish with



and that thousands of housewives are benefiting by the use of this wonderful cleaner is proven by the big shipments now going out. The high quality and moderate price does the trick. The quality of Snowflake Ammonia is backed by a $500 guarantee that it equals in cleaning power any similar powder on the market selling for twice the price.

Our co-operative plan is helping dealers increase sales.

Write for full particulars.

S. F. Lawrason & Company

LONDON, ONTARIO

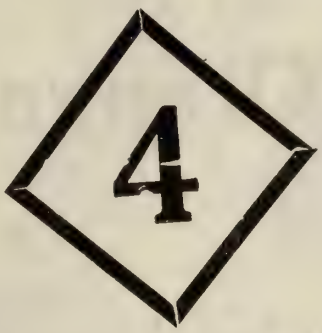
Frank H. Wiley, 757 Henry Ave., Winnipeg, distributer for Manitoba; Howe, McIntyre Co., 91-93 Youville Square, Montreal, distributer for Quebec; D. J. McLeod, 102 Purvis Block, Edmonton, Alta., distributer for Alberta; J. Hunter White, St. John, N.B., distributer for New Brunswick.

J. F. EBY, President HUGH BLAIN, Vice-President

GOOD TEA BRINGS GOOD TRADE

NOTHING ATTRACTS AND HOLDS TRADE LIKE GOOD TEA.

Our rich, mellow blends, uniform in quality and flavor, are bringing good trade to our customers in all parts of the Dominion.



PUSH 40 cent TEA

Star ENGLISH BREAKFAST TEA

Costs you 27 cents.

Will please your customers and bring trade to your store.

OUR GUARANTEE HOLDS.

Perfect satisfaction or return at our expense.

EBY-BLAIN, LIMITED

Wholesale Importing and Manufacturing Grocers. Coffee Roasters, Spice Millers and Tea Blenders to the Trade.

TORONTO CANADA

L and M

Are quite close in the Alphabet

L stands for Lent

M stands for Macaroni

This is the combination you should concentrate on during this season. Macaroni will take place of meat and cut expenses more than half.

1 lb. Macaroni = 1,650 units of energy **1 lb. meat = 950 units of energy**

HIRONDELLE BRAND

(SWALLOW)

Is as pure as can be, and the product of the cleanliest of factories and the result of the work of experts. Save duty by handling Canadian-made. It is superbly good.

C. H. Catelli, Limited

MONTREAL

Agents: Tees and Persse Limited, Winnipeg C. C. Mann, Toronto

Wagstaffe's

New Season's Seville Orange Marmalade

Pure as the Crystal Springs
Gaining in Popularity
Every Day

MR. GROCER,

A post card will bring one of our beautiful framed Strawberry Show Cards free of all charges. Do not fail to send us a post card.

WAGSTAFFE LIMITED
Hamilton



RICE

is about the most economical

SUBSTITUTE FOR MEAT

during Lent, and especially appetising with fish.

Our Co-operation Idea

To save WHOLESALERS' time and reduce worry and handling expenses, we are quite willing to

SHIP THE RETAILER DIRECT

Consequently RETAILERS join in the move for larger rice sales and quicker shipment by placing your order with the wholesaler for DIRECT SHIPMENT.

Try out this Ad. in your Local Paper

When meat is away
Rice comes into play

In fact it is so healthful, economical, and can be made into so many dishes that it should be used more than meat.

LOOK AT THESE PRICES

Make some of those dainty dishes you read of in your COOK BOOK

Rangoon, cheapest of them all, per lb only 5c
Patna, a good wholesome dish, per lb. only 8c
Japan, strong in nutrition, per lb. only...10c
Carolina, fine large grain, per lb only.....12c

EXERT EVERY EFFORT

to get that extra business which must go somewhere as a result of the almost total absence of meat from the table of many of your customers during LENT.

RICE IS HIGHLY NUTRITIOUS

The fact that it is the staple food of 400,000,000 of people in the Far East is sufficient proof of its sustaining power.

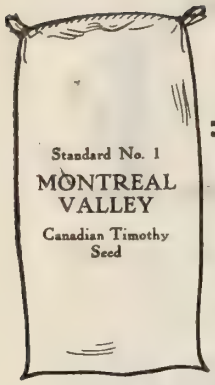
IT IS SO CHEAP

Just compare price of rice with that of meat and you will readily see the selling possibilities which we ask you to take advantage of.

Study our co-operative plan outlined above and see how strongly we can work hand-in-hand.

Mount Royal Milling and Mfg. Co.

D. W. ROSS COMPANY, Agents
MONTREAL





Our Leaders in the Corners

In fact farmers from all corners in your district will be regular patrons if you lay before them our

Seed Specials



Now is the time. We guarantee every bag to contain very select seeds, which have passed the Ottawa Seed Control Act inspection. Besides, our name—"The Seed dealers of quality" is behind them.

SPECIAL PRICE OFFER

TIMOTHY SEED—	Per 100 lbs.
Boss, No. 3 Standard	$ 7 00
Ox, No. 3 Standard	7 25
Prize, No. 2 Standard	8 00
Ottawa Valley, No. 2 Standard	8 50
Montreal Valley, No. 1 Standard	8 75
SHORT RED CLOVER—	Per 100 lbs.
War, No. 3 Standard	$16 50
Victor, No. 3 Standard	17 50
Clown, No. 2 Standard	18 00
LONG LATE MAMMOTH—	Per 100 lbs.
Giant, No. 3 Standard	$18 00
Niagara, No. 1 Standard	19 50
ALSIKE CLOVER—	Per 100 lbs.
Meadow, No. 3 Standard	$16 50
Medal, No. 3 Standard	18 00
Diploma, No. 1 Standard	19 50
WHITE CLOVER—	Per 100 lbs.
Queen, No. 2 Standard	$35 00
King, No. 2 Standard	36 00
Alfalfa Clover, No. 2 Standard	13 00
Oil Cake Meal (ton)	31 00

SEED CORN—	Per 56 lbs.
Red Cob	$ 1 05
Yellow Dent	1 05
White Mammoth	1 05
Longfellow	1 35
Compton's Early	1 40
Sanford	1 35
Leeming	1 15
White Cap	1 15
	Per 60 lbs.
Black Tares	2 00
WHEAT—	Per 60 lbs.
White Russian	$ 1 45
White Fyfe	1 45
Red Fyfe	1 40
Colorado Bearded	1 40
BARLEY—	Per 48 lbs.
No. 1, Six-Rowed	$ 0 95
Duckbill, No. 1, Two-Rowed	1 05
BUCKWHEAT—	Per 48 lbs.
Silver Hull	$ 1 20
Black	1 25

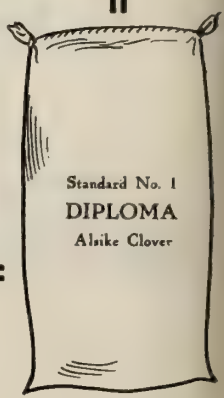
PEAS—	Per 60 lbs.
Canadian Beauty	$ 2 20
Small Field	1 90
Golden Vine	1 80
Prince Albert	1 80
OATS	Per 34 lbs.
Siberia	$ 0 63
Ligowo	0 63
Sensation	0 63
20th Century	0 63
New Market	0 63
Waverly	0 63
Banner	0 63
RYE—	Per 56 lbs.
Spring	$ 1 40



JOSEPH WARD & CO. Montreal

Established 1869

Prices ex store Montreal. A card will bring prices, delivered at your station. We make a Specialty of assorted cars of all varieties of grain.





No. 2

The possibilities of the telephone as a business-getter are limited only by the number of subscribers.

The Telephone as an Aid to Business

Live grocers to-day enlist the services of the telephone. Some make good use of it—others tolerate it as a necessary expense. How about you? Here is one way to make it bring big results.

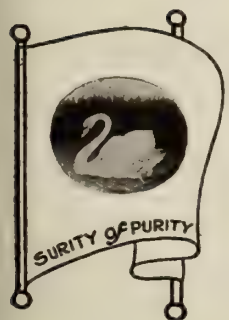
Compile a list of your customers who have telephones, and on the first bad day try this plan. Ring up each of your patrons and address them somewhat like this:—"Good morning, Mrs. Jones, Blank & Co. speaking. This was such a bad morning for you to be out that we rang up to find out if you needed anything in groceries or provisions, as our delivery will be passing your place very shortly." Your conversation should be fitted to each case, and should convey the impression that your store is personally interested in the customer. This tickles their vanity and wins sales. Avoid as far as possible anything stereotyped and unbusinesslike.

This personal solicitation by the head of the store or a responsible employee will bring surprising results in increased sales, and will strengthen the store's prestige with the customer.

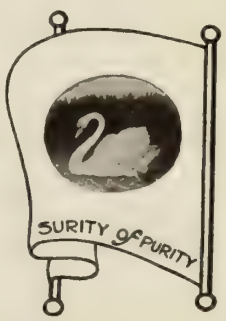
Always mention each customer's preference for certain lines of goods when serving her over the counter or by telephone.

The all-important thing when catering to the telephone business, is—always be sure that you recommend and supply goods that you know to be the finest that money can buy. Supply quality in preference to quantity every time. When telephoning suggest White Swan products. You can rely on the "Surity of Purity."

Send for "White Swan" catalog.



WHITE SWAN
SPICES & CEREALS, LIMITED
TORONTO, ONT.

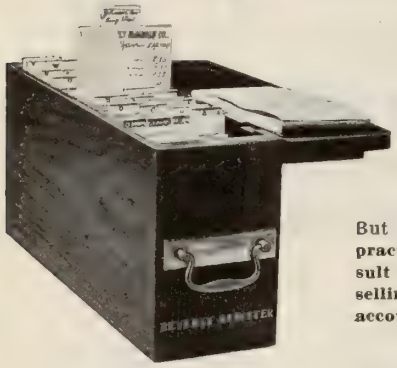


Read "White Swan Logic" No. 3 next week on "Overcoming Bad Credits."

Durable Simplicity and Compactness

100 Account Register, 16 x 7½ x 4½ in.

Are the outstanding features of the



BEVERLEY

ACCOUNT REGISTER

But above everything else it is practical and efficient — the result of over 25 years' experience selling groceries and keeping accounts

Let us send you full particulars. No matter how small or how large the business we will convince you that **The Beverley** is the account system for **you**. Send the postal NOW!

THE BEVERLEY REGISTER CO.

PICTON, ONT.

Have You Ordered Your Supply of Maple Syrup and Sugar

?



Pride of Canada

is the reliable brand, the brand on which you can stake your reputation. It is labelled pure and is pure. No deception whatsoever. Never has been adulterated, so back the "straight runner" and leave the "dark horses" alone.

Maple Tree Producers' Assocn. Limited

MONTREAL

Oppenheimer Bros., Vancouver; W. L. McKenzie, Winnipeg; S. H. D. McKenzie, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25 size), 4 doz.	$ 2 25
No. 1 (25c size), 2 doz.	2 25
No. 2 (10c size), 6 doz.	0 80
No. 2 (10c size), 3 doz.	0 80
No. 3 (5c size), 4 doz.	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 20

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 995
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

It's too late to close up when the steed is gone



If you, Mr. Manufacturer, Mr. Producer or Mr. Importer, are deferring your opportunity to close in on the vast market of the Canadian West you are not only losing good profits now but you may lose the opportunity of getting in strong with the trade.
We are right on the ground with a strong organization of salesmen and can place your products before the trade in every corner. Our six large warehouses and excellent shipping facilities give us unexcelled advantages for prompt service and proper introduction of your lines. We guarantee results.
Write at once for particulars and terms.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg, Man.

Branches: Regina, Saskatoon, Edmonton, Calgary, Lethbridge

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH — FROZEN FISH
SMOKED FISH — SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

GUARANTEED ABSOLUTELY

PURE MAPLE SYRUP AND SUGAR

The season is almost here. Get in on the first shipments by sending in your orders now. They will be filled as received. Put up in Barrels, Bottles and Tins.

FRESH SUPPLIES DAILY OF ALL SEASONABLE GREEN VEGETABLES.

ORANGES

Your sales should increase every day this month. If they do not, you have not the right quality. Try our "GOLDEN ORANGE" Brand. They are trade-winners.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Medical Science and Sardines



By Special Royal Permission

Medical science tells us that the sardine supplies an excellent proportion of nitrogenous material — a body builder and brain food.

This, together with the fact that

"King Oscar" Brand Sardines

are packed in pure Olive Oil makes them a most desirable food.

Recommend "King Oscar" Brand Sardines, they will make for more business and better profits.

Canadian Agents

J. W. Bickle & Greening

(J. A. Henderson)

HAMILTON, - ONTARIO

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods & Co.

HAMILTON and WINNIPEG

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 20
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes.	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q; F M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk, No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½'s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee and Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 3 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 90

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 38

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors), doz.	1 05
2 oz. (all flavors), doz.	2 00
2½ oz. (all flavors), doz.	2 30
4 oz. (all flavors), doz.	3 50

SEEDS

To-day's prices Ex-warehouse Toronto, March 13th

No. 1 Government Standard.

	Per 100 lbs.
Red Clover	$18.00
Mammoth Clover	18.50
Alsyke Clover	19.00
Alfalfa Clover (Gold)	14.50
Alfalfa Clover (Silver)	13.00
Timothy Seed	7.50

No. 2 Government Standard.

Red Clover	$16.00
Mammoth Clover	17.00
Alsyke Clover	16.50
Timothy Seed, A	6.75
Extra No. 1 for purity.	
Timothy Seed, B	6.25
No. 1 for purity.	

No. 3 Government Standard.

Red Clover	$15.50
Mammoth Clover	16.00
Alsyke Clover	15.00
Timothy Seed	5.75

Ask for samples. Phone Main 163

Geo. Keith & Sons

Seed Merchants since 1866

Toronto, Ont.

Order Fish Now

Shipments of all varieties arrive daily. Our facilities for prompt handling ensures freshness. A car of

MANITOBA White Fish

just arrived. Get our prices. We have some interesting quotations. Write, phone or wire.

LEMON BROS.

Owen Sound, Ontario

The last word in

Prime Lemons

is

"ST. NICHOLAS" BRAND

Packed by Franc Tracuzzi

AGENT

J. J. McCabe

32 Church St., TORONTO

Your customers will enjoy this favorite English-blended Tea

DICKESON'S TEA

"The Beverage of the Old Country."

Here's a tea well worth handling—one that will stimulate your tea trade and bring the best class of customers to your store. Its fine quality and flavor, and the convincing advertising now appearing in the papers, are sending the sales up every day. Have you ordered **your** stocks yet? If not, get busy **now!**

Write to any of these Canadian Agents:

Toronto—Fredk. E. Robson & Co.
Hamilton—C. G. Walker & Co.
Ottawa—H. N. Bate & Sons, Ltd.
Windsor—G. Clair Bliss, Detroit, Mich.
London—R. Donaghy.
St. John, N.B.—E. T. Sturdee.
Quebec, Que.—
A. Francois Turcotte.
Winnipeg, Man.—
W. Lloyd Lock & Co.





The Original Aluminum Packet.

Pascall's

ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best

Variety: The Largest

Prices: Right

AGENTS:

Ontario and Quebec: Charles H. Cole, 122 Wellington W., Toronto; 315 Lindsay Bldg., Montreal, P.Q.

Winnipeg: Ruttan, Alderson & Lound, Ltd., Fort Garry Court.

Vancouver, B.C.: C. & J. Jones.

Maritime Provinces: Angevine & McLauchlin, St. John, N.B.; Truro, N.S.

When writing advertisers, kindly mention having seen the ad. in this paper.





Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case $4.50
Banner Condensed Milk, 4 doz. in case $5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George, Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

5 oz. (all flavors), doz. 4 50
8 oz. (all flavors), doz. 6 50
16 oz. (all flavors), doz. 12 00
32 oz. (all flavors), doz. 22 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.
ANCHOR BRAND.

Ammonia Powder—"Anchor"	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—"Anchor"	**Per doz.**
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—"Anchor"	
10c cakes, boxes 2 doz.	0 90
Cocoa—"Anchor"	**Per doz.**
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz.	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—"Anchor"	**Per lb.**
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—"Anchor"	**Per doz.**
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—"Anchor"	
10c bottle	1 00
2½ oz. bottle	2 00
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato—"Anchor"	**Per doz.**
Cases 2 doz.	1 20
Icings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.F.—"Anchor"	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90
	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—"Anchor"	**Per doz.**
Cases 2 and 4 dozen	0 90

	Per case
"Anchor" Brand.	
Shaker Table Salt, free running, cases 2 doz., case	1 60

"GOLD MEDAL" COFFEE.

Whole or Ground -	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

"GOLD MEDAL" ROLLED WHITE OATS.

	Per case
25c pkgs., cases 12 pkgs.	2 40

"KING" NAPHTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" CEYLON TEA.

	Per lb.
30c black, green or mixed, ½ and 1 lb. pkgs.	0 25
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
'Wheat-Os" Breakfast Food, cases 2 doz.	1 45
	Per doz.
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork, 50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown," 100 pts., case	9 00
St. Nicholas Champenoise Corks, 50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 60½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES.
BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape juice, 12 qts.	4 75
Grape juice, 24 pts.	5 00
Grape juice, 36 splits	4 75
Apple juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 90
Motts Golden Russett.	
Sparkling cider, 12 qts.	4 50

Florida Tomatoes

1st Car for Season 1914
Has Arrived from Florida

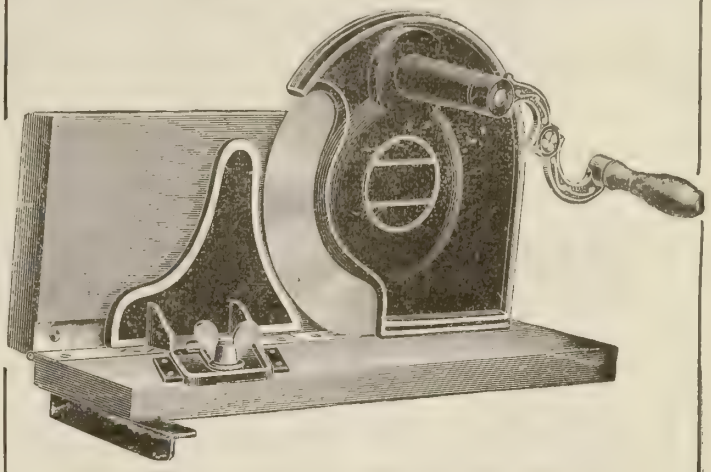
Quality is Excellent and Price Moderate

We wish to advise the trade that we will as usual be headquarters for all Southern Fruits and Vegetables.

Orders and Enquiries Solicited

White & Co., Limited
Toronto and Hamilton

THE ROTUNDA
Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.
KINGSTON, ONTARIO, CANADA
AGENTS

Shirriff's True Vanilla
The Old Reliable Line

GROCERS never have to offer an apology for Shirriff's True Vanilla. It is always right—always satisfies the customer. This old reliable extract stands to-day supreme in flavor, bouquet and strength, the same as it has done for over thirty years. There is real satisfaction for the grocer in selling such an article—especially when there is a good profit on every sale, and the demand is greater than any other vanilla extract sold in Canada.

Imperial Extract Company, Toronto



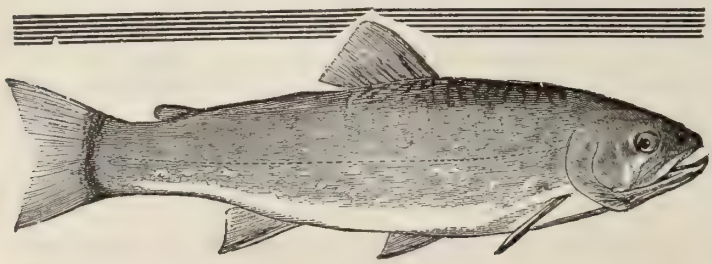
BRUNSWICK
BRAND
FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.



Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil."

	Per case
Sur Extra Fins, 40 Falcons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens No. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s.	2 10
20s. ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & Co., Agents.

Cases, 4 doz. each, flats per case.	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."		
1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."		
1 lb. glass (2 doz. case	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. B. CATELLI CO., LIMITED.

Hirondelle Brand.

	1lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each	7	6½

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	7½
30 lb. cases, 1 lb. pkgs.	6

Terms, Net 30 days.

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Marcaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case	7 6½

Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	6

Terms, net 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon, contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 50
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS' PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naphtha as a free premium.

Richards' Quick Naphtha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPHTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 90
Five cases or more	4 95

STARCH.

THE CANADA STARCH CO., LTD.
EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs.	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb... cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07½
48 lbs. silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, hrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch..	.06

E. D. Smith's JAMS

Are you prepared for the usual Spring demand? Smith was the pioneer in the Canadian Pure Jam. Smith still leads.

100% Pure

The kind like mother made.

Western Selling Agents

MASON & HICKEY

WINNIPEG

Branches: Regina Saskatoon Calgary Edmonton



Do you stock Bee Brand Specialties?

Most grocers do, because QUALITY is their strong point.

The attractive get-up of the Bee Brand also creates interest, consequently the goods are half sold while still on your shelves

Write for terms and samples—this is the first step towards bigger business.

Bee Brand

Jellies
Starch
Borax

Satisfaction Guaranteed

FORBES & NADEAU, Montreal, Que.



Sultana Brand

Turkish Delight

will produce bigger profits than any confectionery line offered you.

The large quantities consumed and turned out from factory have enabled us to reduce cost.

Agents, Write To-day. Some Territory Open.

Oriental Produce Co., Montreal

W. H. Lyne Usher, Halifax. Watson & Truesdale, Winnipeg

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

The Breault-Gill Line of Prepared Mustard Picalilli and Chow Chow

This is a line especially prepared for fine table use, and as such is fast growing an enviable reputation. Your smallest order will get prompt, careful attention.

Write for prices.

Breault, Gill & Co.

622 ST. PAUL ST. MONTREAL

Agents Wanted

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

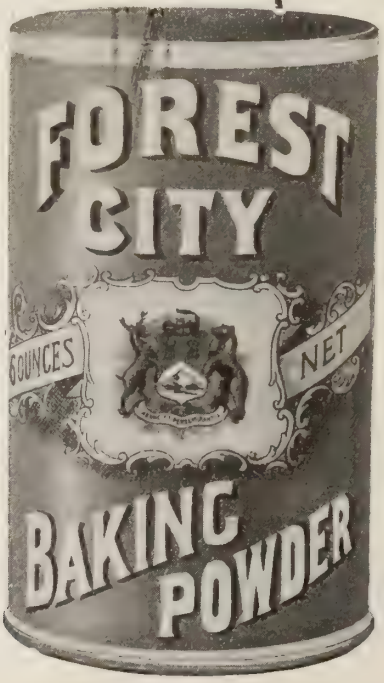
Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

That's what counts—

It's the housewife's verdict. When the baking is good—light, fine grained and tasty the housewife is pleased and so are all the rest. It means that the grocer who sold the good baking powder — Forest City, is going to get their steady patronage for baking powder, as well as for other lines.

Forest City Baking Powder is a home favorite. Stock it today.



Gorman, Eckert & Co.,
London, - Ont.

Western Selling Agents:
MASON & HICKEY,
Winnipeg, - Man.

(120-lb boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.60
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs...	.07½
8 in case	.07¾
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.08
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1 lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1 lb. pkts., boxes of 40 lbs.	.07½

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.50; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16 oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8 oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.50.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consommé, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.....	0 90
Clear soups, in stone jars, 5 varieties, doz.	1 10

SODA—COW BRAND.

Case of 1-lb., ontaining 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case	2 50
5-lb. tins, 1 doz. in case	2 85
10-lb. tins, ½ doz. in case	2 75
20-lb. tins, ¼ doz. in case	2 70
Barrels, 700 lbs.	3½
Half barrels, 350 lbs.	3¾
Quarter barrels, 175 lbs.	4
Pails, 38½ lbs.	1 95
Pails, 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case	2 05
5-lb tins, 1 doz. in case	3 20
10-lb. tins, ½ doz. in case	3 10
20-lb. tins, ¼ doz. in case	3 05

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case	$ 1 35
Ontario, per case	1 50
Manitoba, per case	2 30
Saskatchewan, per case	2 60
Alberta, per case	2 70
British Columbia, per case.....	2 40

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case.....	2 60
Manitoba, per case	3 00
Saskatchewan, per case	3 20
Alberta, per case	3 30
British Columbia, per case	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	0 90
Pint bottles, 3 doz., cases, doz....	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	1 90
H. P. Pickles—	
Cases of 2 doz. pints	3 25
Cases of 3 doz. ½-pints.....	2 20

STOVE POLISH.

JAMES DOME BLACK LEAD. ..

2a size, gross	2 60
6a size, gross	$ 2 40

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 35
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser	1 15

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	50
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	30
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West.	
Pouches, 8s	70
Regal Cube Cut, 9s	70

TEAS.

THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label ⅛s	0 21
Blue Label, 1s	0 20
Orange Label, 1s	0 23
Orange Label, ½s	0 24
Brown Label 1s and ½s	0 23
Brown Label, ¼s	0 30
Green Label 1s and ½s	0 35
Red Label, ½s	0 40

Cleave's

DEVONSHIRE CREAM

Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good

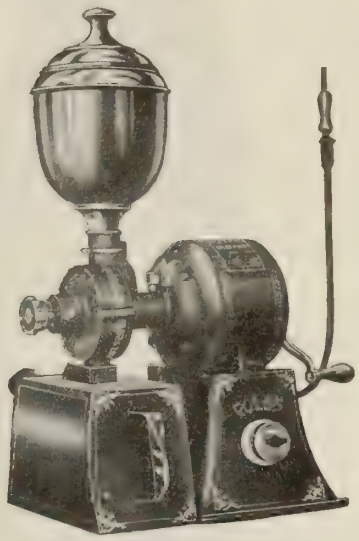
ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents
FRANK DAVY & CO., 6 St. Sacrament St., Montreal

Don't Buy "An Electric Coffee Mill"

Buy a COLES GUARANTEED ELECTRIC MILL



There's a tremendous difference — as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

LARD

During Lent we look for a good demand for Pure Lard. "Star Brand" Lard is absolutely pure and will give your customers the best of satisfaction. Try our one-pound cartons.

F. W. FEARMAN CO., Limited
Hamilton, Ont.
ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

Order at once from your jobber, and if he cannot supply you,— then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.
Limited
Hamilton, Ontario
Sales Dept. at St. Catharines.

Rowat's
Mixed Pickles

Have earned for themselves a reputation **second to none** for purity, tenderness and appetizing deliciousness.

Only fresh vegetables of the finest quality are used, and the pickling process is ideal.

Dealers of quality goods handle and SELL Rowat's. Why not you? It will pay you to get in touch with the nearest distributer.



Rowat & Co.

Glasgow, - Scotland

CANADIAN DISTRIBUTERS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

ORANGE MARMALADE
BANNER BRAND.

	Shipping Price Doz.	W'ght Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	33
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.
MINTO BROS., LIMITED,
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R'tail
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	70	1 00

JAMS AND JELLIES.
T. UPTON & Co.

Pure Fruit Jams—Raspberry and apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per dozen; o. 2 tins, 2 dozen in case. $1.90 per doz.; No. 5 tin pails, 9 pails in crate 37½c. per pail; No. 7 tin pails, 6 pails in crate, 57½c. per pail: No. 7 wood pails, 6 pails in crate, 52½c. per pail; 30 lb. wood pails, 7¼c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant and pineapple flavors, 9-oz. glass tumblers, 2 doz. in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

	List Price.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$0 80
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages	1 15



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double Lidded Air-tight Tins,

5 SIZES.

Decorated enamel finished, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, CALGARY, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

ASK FOR

DAPHNE

BRAND

SEEDED RAISINS

Your Customers like them

PACKED BY

GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS

ROSE & LAFLAMME, Limited
MONTREAL



Repeat-order Soups

Edwards' Soups are repeat-order soups. They are soups that please the grocer because they sell so quickly, soups that please the customer because they are so good. Edwards' Soups mean a brisk turnover because they are widely advertised and because your customers use them in the kitchen practically every day.

EDWARDS' DESICCATED SOUPS

The soups with the dollars in them."

Edwards' desiccated Soups are made in three varieties :—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

Write for full particulars of trade terms to

MONTREAL—Wm. H. Dunn, 396 St. Paul Street. *(For Quebec & Maritime Provinces)*
TORONTO—W. G. Patrick & Co., Limited, 77 York Street. *(For Ontario and British Columbia).* **WINNIPEG—W. H. Escott Co., Limited, 181 Bannatyne Avenue** *(For Prairie Province).*

Buyers' Guide

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT GEO. J. CLIFF, Manager

FRUIT PULPS
OF ALL KINDS
FRESH BITTER ORANGES and LEMONS
PEELS IN BRINE.
F. KESSELL & CO. 7-8, The Approach
London Bridge. London, Eng.

HEADQUARTERS FOR
MAPLE FLAVOR
bulk only
Thomas Henderson, Manufacturing Chemist.
86 Fulton St. NEW YORK

MACKINTOSH'S TOFFEE
Made in Halifax, England
"THE TOFFEE THAT SELLS"
FINCH'S PATENT FLY TAPE
For Season 1914. Agents Wanted. Write—
Edward Kidd & Co. 1090 Hamilton St. Vancouver, B.C.

SUCHARD'S COCOA
The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

Two recent Canadian orders for
MERMAID TOFFEE & BON-BONS
have been used as ads. in the British "Confectioners' Union."
Sole Canadian Agents:
Davidson-Bowles, Limited,
86 Wellington St. W.,
Toronto, Ont.

COMTE'S
Satisfaction and profits with every sale,
We want more agents. Write
Augustin Comte & Co.,
Limited, P. O. Box 2963, MONTREAL
COFFEES

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Gamble Street VANCOUVER, B.C.



TANGLEFOOT
The Sanitary Fly Destroyer—Non-Poisonous
Gets 50,000,000,000 flies a year—vastly more than all other means combined. Poisons are dangerous.

EGG FILLERS
12-DOZ. EGG CASES
The Trent Mfg. Co., Limited
Trenton, Ontario, Canada

HOLLAND RUSK
The many ways in which it can be served make it a quick seller—a fast repeater. Keep it where your customers can see it, and watch the sales grow.
HOLLAND RUSK COMPANY
HOLLAND, MICH.



ALLISON COUPON BOOKS
Minimize the Risk of Loss on Credit Accounts, and bring in the money QUICKER—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.



HOW THEY WORK
When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.
For Sale Everywhere by the Jobbing Trade. Manufactured by
ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

26½% profit and customer satisfaction
are yours with every dollar's worth of Richard's Quick-Naptha and Richard's Pure Soap you sell.
Richard's Soaps are high quality products—sell at a moderate price.
Your wholesaler will supply you.



Two Cents Per Word
You can talk across the continent for two cents per word with a WANT AD. in this paper.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

NOVA SCOTIA — COLLECTIONS MADE throughout Province. Owen and Owen, barristers, Annapolis Royal.

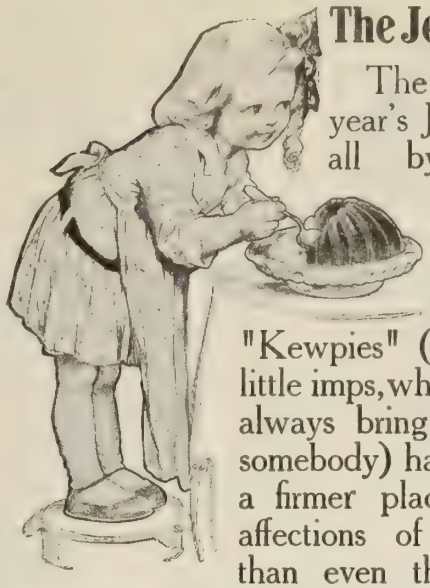
WANTED

MILK WANTED—A REGULAR SUPPLY OF skim milk or surplus milk of any kind. Box 38, Canadian Grocer, Toronto.

TRAVELLERS WANTED—FOR BISCUIT Manufacturer. Representatives required in Eastern and Western Ontario, Niagara Peninsula, Quebec and Maritime Provinces. State experience, age, salary, etc. Box 39, Canadian Grocer. (3t)

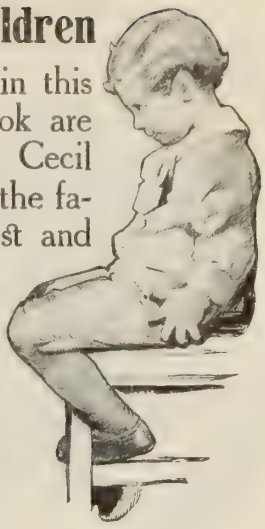
EXPERIENCED CLERK FOR GENERAL store; all-round man, acquainted with goods usually kept in general stores. Good salary for the right man. A. M. McCormick & Son, Pelee Island, Ont.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."



The Jell-O Children

The pictures in this year's Jell-O Book are all by Rose Cecil O'Neill, the famous artist and author, whose "Kewpies" (delightful little imps, whose frolics always bring good to somebody) have found a firmer place in the affections of children than even the "Brownie's" had a few years ago. Rose O'Neill's



JELL-O

children are almost as well known as the Kewpies are or as the Jell-O girl herself is.



Twelve million copies of this Jell-O Book are printed, and twelve million homes—two-thirds of all in America—will receive copies of the book. It is a great advertisement.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.



The Jell-O Girl

When writing advertisers, kindly mention having seen the ad. in this paper.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

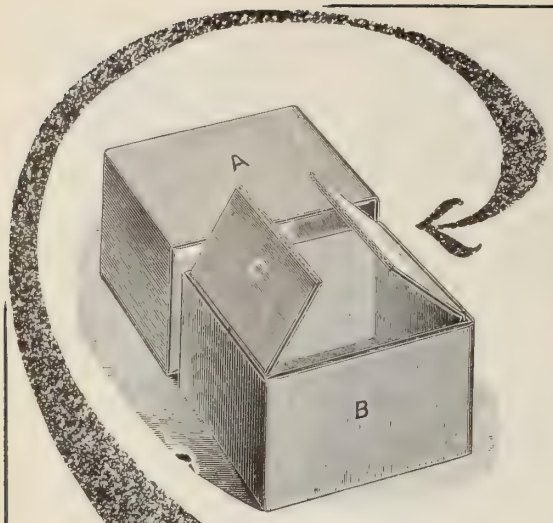
THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO

Style 75 Cellular Express and Freight Box

half the weight of a light-wood box

Think, Mr. Wholesaler, Mr. Canner, Mr. Packer, what a saving of room in your shipping department can be effected by the use of Thompson and Norris Cellular Express and Freight Boxes. Note the difference in space required for the box "set up" and "knocked down."

There is a box to suit every requirement, boxes that will stand any kind of abuse in transportation. T. and N. Boxes are easier to pack and are half the weight of the same size wooden box. Further details of your shipping proposition on request. The illustration shows only one of our many styles. We furnish a style that best suits your needs. Let us know your requirements. **Write for illustrated catalog.**



Set up



Knocked down

The Thompson & Norris Co.
of Canada, Limited

Niagara Falls, Ontario Brooklyn, N.Y. Boston, Mass.
Brookville, Ind. London, Eng. Julich, Germany

T&N

There is now an ORIGINAL PACKAGE of

Redpath

Extra Granulated SUGAR

of a weight to suit Every Family's Need

We have just added a Ten-Pound Bag to the REDPATH line, so that now there are **Six** Original Packages of REDPATH Extra Granulated—

2 and 5 Pound Sealed Cartons
10, 20, 50 and 100 Pound Cloth Bags

This will enable you to put your Sugar trade entirely on the handy Package basis. No more time need be wasted in weighing—no more sugar lost through overweight or bursting paper bags—no more delay in serving customers—no more dissatisfaction over the quality or condition of the sugar. REDPATH Extra Granulated Sugar in Original Packages has no equal for your customers' use or for building up your own profitable, permanent Trade.

Canada Sugar Refining Co. Limited, Montreal



DEX TO ADVERTISERS

A

Allison Coupon Co. 60
Anglo-B.C. Packing Co., Ltd. 9

B

Balfour-Smye & Co. 12
Barr Register Co. 9
Beard, M D. 14
Beauchamp, Claude 15
Benedict, F L. 60
Beverley Register 48
Bickle, J. W. & Greening 50
Borden Milk Co. 3
Bowser & Co. 8
Bradstreets 61
Breault Gill & Co. 55

C

Campbell Brokerage Co. 14
Campbell Bros. & Wilson, Ltd 4
Canada Starch Co 22
Canada Sugar Rfg. Co 62
Canadian Fishing Co., Ltd.. 49
Cane & Co., W. 19
Carr & Co. 16
Catelli, Ltd. 43
Clark, Ltd., W 11
Cleave & Co 57
Coles Mfg. Co. 57
Commercial Collection Co. .. 14
Comte's Coffee 60
Connors Bros. 54
Cornish, E. O. 14
Crescent Mfg. Co. 15
Craig & Co 18

D

Davidson-Bowles 60
Dickeson & Co., R 51
Dominion Canners, Ltd. 5

E

Eby-Blain, Ltd. 43
Emerson, Bamford & Co. .. 60
Escott & Co., W. H. 14
Estabrooks Co. 19
Eureka Refrigerator Co. 21

F

Fairbanks Co .....
Inside Front Cover
Fardon's Vinegar 13
Fearman, F. W. Co. 57
Fenwick, Hendry & Co. 53
Forbes & Nadean .....
Furuya & Nishimura 4
Fretz Co ..... Front Cover

G

Genesee Pure Food Co. 61
Gorman, Eckert & Co. 56
Guggenhime & Co. 59

H

Hamblin, Brereton Co. 14
Henderson, Thomas 60
Heinz Co. H J., ... 16
Hillock & Co., John 16
Holland Rusk Co 60

I

Imperial Extract Co. 53
Irish Grocer 60
Island Lead Mills 55

J

Jackson & Co., Thos. 59

K

Keith & Sons 51
Kessel Co., F. 60
Kidd & Co. 60
Kilgour Bros. 4
King & Co. 59
Kirkwood & Son 17

L

Lake of the Woods Milling Co. ..... Back Cover
Lambe & Co., W. G. A 14
Laporte, Martin, Limited ... 63
Lawrason & Co. 42
Leadlay, Ltd. 14
Leeuw, Henri de 14
Leitch Bros. Flour Mills, Ltd. 21
Lemon Bros. 51
Lindners, Limited 57
Lothian & Co., W B. 15
Lyttle & Co. ..Inside Back Cover

M

Mason & Hickey 55
McVitie & Price 56
MacNab, T A., & Co. 15
McCabe. J. J. 51
McLaren, W. D. 10
McGregor, O. P. 4
Magor, Son & Co. 22
Malcom & Son, Jno. 52
Maple Tree Producers 48
Mathieu & Co., J. L. 15
Millman, W. H., & Sons 14
Minto Bros. 13
Morrow & Co 14
Mott. John P., & Co. 52
Mt. Royal Milling Co. 45

N

National Cash Register 6
Nelson & Co. 12
Nicholson & Bain 49

O

O'Neale. I. A 14
Oakey & Sons, John 15
Oriental Produce Co. 55

P

Pascall Co. 51
Paine & Co. 19
Paterson & Sons. R. 17
Patrick & Co., W. G. 14
Pennock. H. P., Co., Ltd .. 14
Perrin & Co., Ltd., D. S. ... 2
Perfection Preserve Co. 12

R

Reckitts Co. ..Inside Back Cover
Rennie, Wm 4
Richards Soap Co 60
Rock City Tobacco Co. 16
Ronuk, Limited 59
Rowat & Co. 58
Ruttan, Alderson & Lound .. 14

S

St. Lawrence Sugar Refining Co. 7
Salada 22
Sanitary Can Co. 58
Smith & Son, E. D. 3
Smith & Proctor 7
Snap Co. 10
Somerville, Robert W. 14
Spurgeon. H. G 14
Stanway & Co 14
Stevens-Henner 8
Stuhr, C. F. 15

T

Tanglefoot 60
Tarbox Bros. 17
Thum Co., O. & W. 60
Thompson & Norris Co. 62
Tippet, Arthur P., & Co. ... 1
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited .....
Inside front cover

U

Upton Co. The T. 57

W

Wagstaffe 44
Walker Bin & Store Fixture Co. 8
Walker, Hugh & Son 49
Warren, G. C. 14
Ward & Co. 46
Watson & Truesdale 14
Wellington Mills 15
West India Co. 17
Welch Grape Juice Co. 42
Wethey, J. H. & Co 57
White & Co. 53
White Swan Co 47
Wiley, F. H. 14
Windsor J. W. 20
Woodruff & Edwards 10
Woods & Co., Walter 50

Z

Zip Mfg. Co. 12

CANADIAN CANNED GOODS

"Victoria" Brand **"Victoria" Brand**

VICTORIA stands for QUALITY

Let us send you along an assortment of the following:

1913 Pack.

VEGETABLES.	FISH.	FRUITS.
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herrings	Pears
Beets	Oysters	Peaches
Asparagus, etc.	Codfish, etc.	Plums, etc.

"Victoria" Brand Salmon should head your "first call" list.

1914 Pack.

We are booking orders for these high-class goods for delivery on arrival. In order to **secure the lowest price of the season, order now.**

Imported Alimentary Specialties
Feyret & Pinsan, Bordeaux, France.

OLIVE OIL
Anchovies, in Oil and Boneless
Bigarreaux (Red Heart Cherry)
Pelures de Truffes
Truffles Brossees
Mushrooms
Sardines
Preserved Meats in tins
Bar-Le-Duc Jams, etc., etc.

WRITE, PHONE, WIRE, AT ONCE.

Laporte, Martin, Limitee
568 St. Paul Street,
MONTREAL, QUE.

"The Selling Power of the Dealer"

In the year 1910 Canadian Grocer brought out our Fall number with the above headline as a slogan. It proved conclusively that the dealer, the retailer, is the strongest factor in the chain of distribution and that a manufacturer who ignored him was working at cross-purposes in his sales plan.

This was merely emphasizing the principle upon which the MacLean Trade Papers have always sought advertising from manufacturers and jobbers in opposition to the illogical claims of many consumer mediums and ill-informed agencies that "you could advertise to the consumer and compel the dealer to handle your goods."

It was thought that this silly theory was buried beyond recognition, but it has recently been revived, thinly disguised by some of the metropolitan dailies, who would have one believe the retail merchants of Canada were but a series of automatic slot machines to be played upon by consumer-hypnotizing and dealer-compelling advertisements in the aforesaid metropolitan dailies.

Printers' Ink, the well-known advertising authority, pricks this fragile bubble with a serious article in a recent issue entitled "An Investigator's Experience Among Retail Dealers," which every advertiser, national or local, should read.

One paragraph quoted will suffice to show the scientific accuracy with which the investigator, Geo. L. Lewis, entered upon his work and will appeal as true to life to every reader who has not been inoculated with the coercion germ.

We quote:

> I kept accurate statistics of how the consumers inquired for the goods they wanted. My records showed that ninety-seven per cent. framed their first query: "Have you got so-and-so?" and only three per cent. "I want so-and-so." Ninety-seven per cent.—think this over carefully—came to their dealer in a question mark attitude, awaiting his comments, his suggestions, and his final selling climax. Three per cent. only came resolutely to get just the article they had named. The ninety-seven per cent., an overwhelming majority, proves to me that the dealer is the court of the last resort. The "desire" and "created demand" are but the first elementary step in the buying. THE REAL SELLING FORCE IS THE ACTION OF THE DEALER IN INTIMATE CONTACT WITH THE PROSPECTIVE BUYER.

Every sales manager should have the words of that last sentence printed in gold and hung over his desk where he could see it every day. It would save much misdirected energy, wasted money and disappointed hopes.

The advertisers in Canadian Grocer work with the dealer, not against him. Their motto is co-operation, not coercion.

Drop us a line and have one of our representatives call and talk over our co-operation plan. It will place you under no obligation, and is certain to inure to your benefit.

Canadian Grocer

Publication Office, 143 University Ave., Toronto

Think of it.



HUNDREDS OF THOUSANDS

of women throughout the world ask every day for

Reckitt's Goods

and have done so for years. Satisfaction is the great truth behind this. Show—

Brasso Metal Polish

—and—

Zebra Stove Polish

where they will be seen and prove it for yourself.





get this "Sterling" money-maker working for you—

Sterling Brand Pure Vanilla is one of the famous Sterling line. Produced from the choicest vanilla beans.

Its splendid qualities of strength and purity may be tested in the results it gives in flavoring puddings, pies, cakes, sauces, etc.

Every bottle is packed with the neatness and exacting cleanly process that characterizes all Sterling goods.

Every bottle sold will bring repeat orders.

Order from your wholesaler.

Get a list of the other Sterling products.

The T. A. Lytle Company, Limited

"Canada's Large Pickle Industry"

STERLING ROAD TORONTO

—because it speeds up your turnover

Since there's no velvet worth while in individual sales—
Since it is volume alone that carries the profit—
Since it is *the dollar turned over and over again* that counts in the retailing of flour—
Why don't you speed up *your* turnover?
Why don't YOU concentrate on FIVE ROSES flour?



Only by sheer quality and unvarying satisfaction can a flour sow the seed of a re-order.

Which explains why FIVE ROSES without a break in the current of steady sales safeguards the *individual* profits—those small but essential profits that accumulate to a satisfactory total.

The sale of FIVE ROSES becomes not only more frequent, but practically *automatic*—

And this because each actual customer becomes a source of ceaseless revenue—an inspiration to buyers of inferior flour—an encouragement even to themselves to use *more* flour.

While reaching out for more, FIVE ROSES can hold its own, unlike cheap flours that *must* constantly seek new trade, having failed in their purpose.

Would YOU earn a larger percentage of income on your investment—would you speed up YOUR turnover?

Then concentrate on a flour that will work *for* you and not *against* you.

Ask your jobber or write nearest office.

LAKE OF THE WOODS MILLING CO., LIMITED

Toronto
Ottawa
London

"The House of Character"

MONTREAL

St. John'
Winnipeg
Vancouver

FIVE ROSES FLOUR
Not Bleached—Not Blended
Daily Capacity - 11,500 bbls.

THIS IS THE 1,371st ISSUE OF

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, MARCH 20, 1914. No. 12

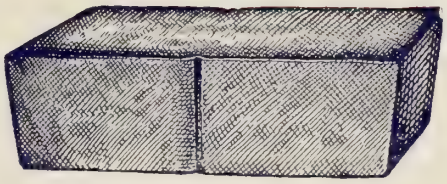
Sugar-Making Time

Brings a Demand for our Delicious New Crop Maple Confections



CRYSTALIZED MAPLE GEMS.

A dainty new maple confection. Crystalizing process keeps goods soft and creamy. 17 lbs. in pail at per pail $2.50; sells at 30c per pound.



The original Twin Block Pure Maple Sugar, none genuine without the name "Twin Block," and guarantee of purity printed on bottom of every block. 48 blocks in case, price per case $3.60.



MAPLE CREAM HEARTS.

A fast-selling confection, dainty, toothsome, having a delicate maple flavor. 18 pound pails at per pail $2.40. Sells at 25c pound.



MAPLE SMACKS.

The most delicious chewing candy on the market to-day—sells at sight and keeps on selling. Large pails (15 lbs.) price prepaid $2.00. Sells at 20c per lb.

THE Spring time is maple time and for some almost unaccountable reason as the maple sugar season draws closer the desire for maple sugar and syrup products strengthens.

Now is a good time to get a few maple confections and syrup before your trade. Get them on display and ticket them. They'll sell rapidly and produce a big profit on your small investment. Fill in the coupon opposite and send to-day. The investment is small—the profits large.

Tear out this page and mail to-day. Write name and address plainly.

Sugars & Canners, Ltd.,
101 Parthenais, Montreal, Que.

Please rush:

1 case "Twin Block" pure maple sugar	$3.60
1 pail crystalized maple gems, 18 lbs.	2.70
1 pail Maple Cream Hearts, 18 lbs.	2.40
1 pail Maple Smacks, 15 lbs.	2.00
1 case Diamond Maple Syrup (one doz. qt. bottles to case)	2.80
	$13.50

Name .....

Address .....

Sugars & Canners, Ltd., Montreal

Special Article on Selling and Handling Tea.

Our Seal TUCKETT'S SMOKING Tobacco



If fond of a good pipe yourself smoke "OUR SEAL" Tobacco

This is the supreme result of six years experimenting in the blending of tobacco leaves to produce an article that is both mild and satisfying—a rich, mellow tobacco, with a pleasing delicate flavor and fragrance, made from the properly grown and ripened leaves of the finest Virginia plants.

Try it yourself and stock it for your best trade. Smokers all appreciate "Our Seal."

Get it from your wholesaler.

TUCKETT LIMITED, Hamilton, Ontario

Wholesale Grocers and Importers

We roast, blend and grind our own Coffee.



We Serve the "West"

from the Great Lakes to the "Rockies," and give our patrons a service which has never been equalled. Manufacturing and Importing all goods bearing the Royal Shield Label enables us to give better values to our patrons.

Our line consists of a full range of groceries at prices which will at once interest every Western grocer. Send a trial order to-day.

Campbell Bros. & Wilson, Ltd.
WINNIPEG. (Established 1882)

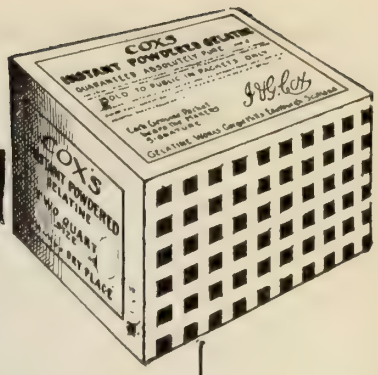
Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY. EDMONTON. LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

Packers of Royal Shield Brand of Goods





Instant Powdered Gelatine COX'S

A dainty delicacy for Easter

Include Cox's in your Easter displays—suggest it to your patrons. Cox's Instant Powdered Gelatine makes a delicious combination with either canned or fresh fruits—takes but a moment to prepare—good any time, all the time. A wholesome and nutritious food.

Cox's is the staple gelatine. It has given satisfaction to millions for almost a century. British made.

Actual Photo of Perrin's Dairy Cream Sodas



Actual Photo of Box

Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA

When You STOCK E.D.S. MARMALADE

You have a product that is recognized by the trade as a standard of excellence among preserves.

It is to **your** interests as well as ours that you sell E.D.S. Marmalade;

Because

(1) Of its high quality and purity.

(2) It is made only of the finest Seville Oranges and pure Cane Sugar.

(3) By our extensive use of street car posters, newspapers, magazines, etc., the public are conversant with the inimitable qualities that belong to all E.D.S. Products.

Get busy at once, this is Marmalade Season, put E.D.S. Brand where it can be seen and your stock will soon want replenishing.

Besides the store that sells E.D.S. Fruit Products invites a class of trade that is **good.**

Made only by

E. D. SMITH & SON LIMITED

WINONA, ONTARIO

AGENTS:

Newton A. Hill	Toronto
W. H. Dunn	Montreal
Mason & Hickey	Winnipeg
R. B. Colwell	Halifax, N. S.
A. P. Armstrong	Sydney, N. S.





When a new customer asks for your advice

If Mrs. Newlywed or Mrs. Neverusebefore inquires about condensed milk, you may be assured that she means **Borden's.** It has either been recommended or the inquiry was the direct result of one of the many **Borden** Advertisements. The customers are practically convinced of the high quality and absolute purity when they come to buy—all they want is your final assurance and then the sale is made.

It is easy to sell the well-known Borden Milk Products. The quality brings the customers back and their friends also.

Stock the Borden "Leaders of Quality."

Borden Milk Co., Limited

"Leaders of quality"

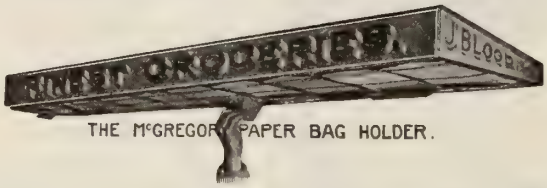
MONTREAL

Branch office: No. 2 Arcade Building
Vancouver, B.C.



JAPAN TEAS
Furuya & Nishimura

A store convenience — costs little — gives big service



THE McGREGOR PAPER BAG HOLDER.

Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one.

Write for Prices and detailed particulars.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

Continental Grocery Bags

Let the fame of the name be your guide in buying.

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—

As witness the reputation (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture.

Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers **Ottawa**

BRANCHES: MONTREAL and TORONTO

Agencies throughout Canada



CIRCULAR STYLE

DRY DUSTING MOP

You can retail this style mop at 75c.

YOUR PROFIT IS 50%

On the Tarbox "no oil" Mop. It is chemically treated. It collects dust and holds it.

The Tarbox is a better mop at a lower price—a popular price which is 25 per cent. less than imported mops. It is easier to sell and yields you a larger profit. Sell the

TARBOX

DRY **NO OIL** DUSTLESS

Mops and Dusters

They satisfy every user. Every user will help you to sell more. That's a fact.

Stock the Tarbox Mops TO-DAY. Get the larger profit and sell for the lowest price.

Supplied through Jobbers

Write NOW for our proposition.

TARBOX BROS.

274 Dundas Street : TORONTO







Keep them to the front

WHEN your customers complain about the increasing cost of living, introduce **SIMCOE BAKED BEANS.** One tin makes a meal for an entire family. Tell them about the wholesomeness of the Simcoe Brand as a diet, and of the delicious true-to-Boston flavor. Explain that only the best selected beans are used, and that there is not another brand on the market over which greater care is exercised than in the cooking, flavoring and packing of SIMCOE BAKED BEANS.

KEEP them to the front. For quality and purity there is none better. Put up in sizes to meet all requirements. SIMCOE BAKED BEANS can be had either plain, with chili or tomato sauce, and **every tin is guaranteed.**

ATTRACTIVE Advertising Matter, cut-outs for window displays for the asking. Drop us a card **right now.**

PUSH the SIMCOE BRAND. It is the Brand of Quality.

New Pack—Better than Ever

Dominion Canners Limited

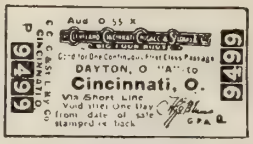
Hamilton, Ont.

Whenever You Pay Out Money You Should Get a Receipt



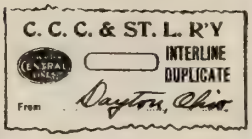
Conductor collecting tickets on railway train.

A Railroad Ticket is a Receipt



It shows that the holder has paid his fare and is entitled to ride on the train.

A Baggage Check is a Receipt



It shows that the holder has paid his railroad fare and is entitled to send his baggage along free of charge.

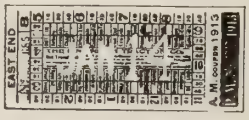


Checking baggage to destination at railroad depot.



Conductor giving passenger transfer on street car.

A Street Car Transfer is a Receipt



It shows that the holder has paid for a ride and is entitled to continue his journey on another line.

An Express Company Gives a Receipt



It is a guarantee that a package, received by the company, will be delivered to the person to whom it is addressed.
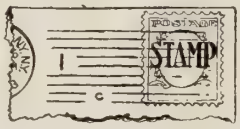


Express clerk writing receipt for parcel.



Placing letter in mail box.

A Postage Stamp is a Receipt



It is proof to the Government that the carrying charges on letters, parcels, etc., have been paid.

A Money Order is a Receipt



It shows that money has been deposited with the postal department and will be paid upon presentation of the order.



Buying money order at a United States post office.



Buying tickets at a theatre.

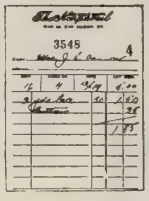
A Theatre Ticket is a Receipt



It is evidence that the bearer has paid for a seat at a certain performance.

An Ordinary Sales-Slip is a Receipt

It may satisfy the customer, but it does not enforce duplicate records for the proprietor. It takes time to write, and can be changed.



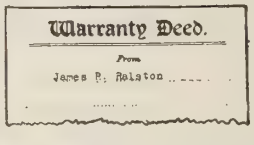


Customer receiving an ordinary sales-slip with goods.



Registering warranty deed to show record of transfer of property.

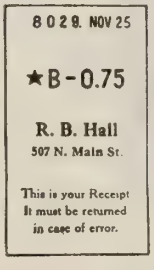
A Warranty Deed is a Receipt



It is evidence of ownership of a certain piece of property.

Of All Receipts in the World the National Cash Register Receipt is the Best.

It is printed and issued in less than a second, and is the only receipt which enforces an accurate, unchangeable record of every transaction.





Customer making a purchase in store and receiving receipt, printed by National Cash Register, from clerk.

They are a necessity wherever money transactions take place.

The National Cash Register Company

285 Yonge Street, Toronto — **Canadian Factory, Toronto, Canada**

100 per cent.

is a good return for any investment. When you put your money in

St. Lawrence Granulated

You get a sugar that is 100 per cent. pure cane.

The only Essence that really retains the flavor, strength and fragrance of the best coffee is



SYMINGTON'S COFFEE ESSENCE



Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.



Our original tumbler container that is making such a decided hit. You should handle this wonderful seller—customers want it.

BANNER L&B BRAND



"A mighty good Jam and a mighty good seller"—

This is the jam that is making dealers take notice. The dealer who does not handle quickly realizes that his competitor is "stealing a march on him."
L. & B. Banner Brand Jams are pure and delicious. Nothing but pure fruits and the best of cane sugar are used in the making.
The tumbler container, attractive labelling, and the rich-looking, tempting jam makes the customers want the L. & B. pure fruit delicacies. One order makes repeats follow.
Order a few cases from your jobber. Put up in tumblers, 12-oz., and in No. 2 and No. 5 gold-lacquered pails.

LINDNERS LIMITED

340 Dufferin St., TORONTO

Phone Parkdale 2985

REPRESENTATIVES:

Watt & Scott, Limited, Montreal; H. D Marshall, Ottawa, Ont.; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; H. E. Gross, Vancouver; Western office, 306 Ross Ave., Winnipeg.

Make yours a neat, attractive, trade-pulling store with "Walker Bin" Fixtures

Get the most out of your store space. Don't make customers wade through an unsightly mass of boxes, baskets, etc., piled round on the floor. Make shopping a pleasure for your patrons—display your goods scientifically, get the most out of your display space. A "Walker Bin" System will save 25% of your floor space, improve your service 100%, and make selling a real pleasure. It pays for itself in a short time.
We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

Walker Bin & Store Fixture Co.
LIMITED
Berlin, Ont.

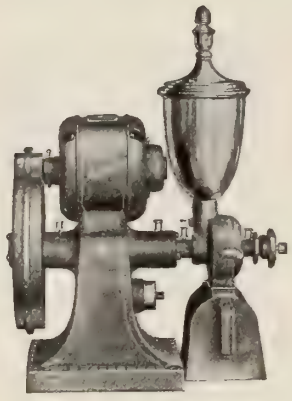
REPRESENTATIVES:

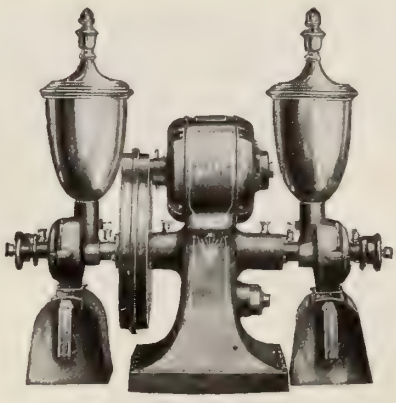
Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty, Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS



Store of J. E. B. Wilkinson, Saskatoon, Sask.





Mr. Grocer:—

What are you doing to give up-to-date SERVICE in selling Coffee?

Are you selling all the Coffee that all the customers whom you serve are consuming?

If not, there is a reason.

If yes, how do you know?

We can safely tell you that you are not selling all the coffee you can or should sell, if you are not properly equipped to give up-to-date Coffee SERVICE.

Write us for Free information for Increasing Coffee Sales.

The Hobart Manufacturing Co.

105 Church St., Toronto, Canada

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**







Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately

Quality is Our First Consideration

The Brantford
SHOWALL
Window Fixtures
beat the world
for grocery selling
WRITE NOW FOR MEASUREMENT
FORMS & FULL PARTICULARS
Brantford Showall Window
Fitting Co
BRANTFORD ONTARIO

See full page advertisement, page 181, October 10th issue.

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

"First and Still the Best"

The McCASKEY SYSTEM

With Only One Writing. *The End of Drudgery*



Dominion Register Co.

Toronto, Canada

Trafford Park, Manchester, England

The Largest Manufacturers of Carbon Coated Salesbooks in the World

DOMINION REGISTER CO., LIMITED

Toronto, Ontario

Gentlemen:—I'm willing to learn more about the McCaskey. Please send catalogue.

Name

City *State*

Business **R. G. & M. M.**

Brand's Sauce is excellent with fish——

You can do an exceptional trade in table relishes at this season of the year—by reason of fish forming the greater part of the meal.

Brands's A-1 Sauce is made by an old English recipe; only the purest ingredients and choicest quality of vinegar are used. Brand's is the kind that gives a piquant deliciousness to every meal.

The price is within reach of all, and can be sold at a good profit.

Delay no longer. Get your stock now.

By appointment to his Majesty King George V.—Purveyors to H.M. the late King Edward VII.

Brand & Co., Ltd.

Mayfair, London, Eng

NEWTON A. HILL, 25 Front St. East, TORONTO
H HUBBARD, 27 Common St., - - MONTREAL
McLEOD & CLARKSON, - - VANCOUVER
LEADLAY, Limited, 332 Bannatyne Ave., WINNIPEG
NICHOLSON & BAIN, - REGINA, SASKATOON
HOLLOWAY & REID, - - - EDMONTON
A. J. MACDONNELL & CO., - - - CALGARY



JUST A REMINDER

MR. GROCER

CLARK'S



are ready for your

CAMP, FISHING

and

SUMMER TRADE

With the

FINEST ASSORTMENT

of



CANNED MEATS

on the Market

Ox Tongue
Lunch Tongue
Corned Beef
Roast Beef
Lunch Ham
Pigs' Feet
English Brawn
Concentrated Soups, All Varieties.
Beefsteak and Onions
Boneless Chicken
Potted Meats
Devilled Meats
Irish Stew
Tongue, Ham and Veal
Picnic Pates

and

CLARK'S PORK AND BEANS

Plain **Chili** **Tomato Sauce**

Stock Now.

W. CLARK, LIMITED, MONTREAL

Right Now

YOUR sales of canned goods should be increasing. The prices are the lowest they have been for years. Let us replenish your stock with **TARTAN BRAND**—the brand that has stood the test of years—it cannot be beat for quality and purity.

Introduce the **TARTAN BRAND** to your customers—they will appreciate your regard for their interests.

The majority of "quality" grocers from Hamilton to Vancouver handle the TARTAN BRAND. Are you one of them? It will pay you to get into line.

Book 1914 Canned Goods with us. We will protect you fully.

Tartan BRAND

THE SIGN OF PURITY

Groceries, Spices, Canned Goods, etc., etc., etc.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON, ONT.**

John Duncan & Co.

Montreal

TEAS

of all grades from every tea producing country in the world.

Ask us for Samples.

BUY

STARBRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



Sell More Brooms and Charge More For Them

Brooms are going higher

Unfavorable weather conditions have brought about a very bad failure in the crop of broom corn, causing a great scarcity and big advance in the price, with tendencies to go much higher. Brooms must still be used, but the housewife will be more careful in her selection, with the result that

The "Pansy"

will increase in sale as it has always done when a big advance has been necessary. Quality counts. Buy your stock now before a further advance and prepare for a bigger business in brooms than ever. When a broom suits a woman she tells her friends. Pansy brooms always satisfy.

H. W. Nelson & Co., Limited

Established 1840

TORONTO

Glassco's Foods

Have met the increasing demand for Purity and Quality

Glassco's—1914 Marmalade—Supreme Quality

Glassco's—Catsup—Unequalled Quality

Glassco's—Grape-Juice—Perfection

Glassco's—Jams and Jellies have earned distinction by their supreme quality

GLASSCO LIMITED, Hamilton and Oakville





Mr. W. E. Wigmore
(Special Representative)



PRELIMINARY NOTICE

During April and May our Mr. W. E. Wigmore, straight from this country, will visit all centres east of Winnipeg.

He will carry special low quotations for our guaranteed Pure Malt Vinegar and High-grade Sauces for Summer delivery—it will pay you to inspect his samples and hear what he is coming across the "herring pond" to tell you.

Let us get into touch. Your letter heading pinned to this advertisement and addressed to us will bring our representative straight to you.

FARDONS' VINEGAR CO., LIMITED

BIRMINGHAM, ENGLAND

Pure Malt Vinegar Brewers and Manufacturers of Worcestershire Tomato and Fruit Sauces.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

The
Condensed Ad.
page
will interest you

ON SPOT

Valencia Raisins, Dates,
all kinds, and
Evaporated Apples.

W. H. Millman & Sons
TORONTO and VANCOUVER.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers.
51-53 Wellington St. W., Toronto

Agencies Wanted

I solicit representation of good Grocers' Druggists' and Confectioners' lines.

M. D. BEARD
15 Jarvis St. TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Morrow & Co. 39 Front St. E., Toronto

We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeals, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.
Write for prices.

Henri de Leeuw, Merchandise Broker,
28 Front St. E., Toronto, Montreal, Halifax; representing Georgiades & Co., Patras, Greece, Currants; Antoine A. Capponi, Smyrna, Sultanas; Jose Romany Aranda, Denia, Spain, Valencias.
Ask me prices, and my special conditions.

ONTARIO.

COLLECTIONS!

Accounts and claims of every nature collected everywhere. Send for free booklet C and forms.
COMMERCIAL COLLECTION CO.
77 Victoria St., Toronto, Ont.

ROBERT W. SOMERVILLE
34 Yonge Street, Toronto
Broker and Manufacturers' Agent
Canned Goods a specialty.
Write or wire for quotations.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG.
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 years.
Domestic and Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers and Importers
"Foster-Clarke's Cream Custard."

W. H. Escott Co., Ltd.
Wholesale
Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG, MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

A want ad. in this paper will bring replies from all parts of Canada.

Manufacturers' Agents and Brokers' Directory

(Continued.)



OAKEY'S

The original and only Genuine Preparation for cleaning cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Taylor's Prepared Mustard

The choicest mustard seeds only are used, and seeing that it has been on the market for over one hundred years, the quality is a foregone conclusion.

British Made.

F. P. Taylor, 14 Place Royale, Montreal

A Wonderful Flavor



MAPLEINE

Sold and advertised from Portland, Me., to Portland, Ore. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.

BRAND  STUHR.

STUHR'S

CAVIARE

FILLETED ANCHOVIES

(in Brine).

ANCHOVY PASTE.

Sold by all High-Class Provision Dealers.

O. F. STUHR & CO., Hamburg.

Indents through European Exporters only.

QUEBEC.

SPLENDID CONNECTION

Amongst the Jobbers and Retailers

I am open for a few more agencies, and can handle them to advantage.

Have You a Line of Candy Gross Goods?

CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S, - - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Increase Your Soap Sales

If you are not getting satisfaction out of the lines you are now handling, you can increase your sales to a large degree if you place an order now for

Wonderful Soap

It is a good soap and has given entire satisfaction to thousands of Canada's particular housewives.

Get quotations from your wholesaler or write direct.

The Guelph Soap Company, Guelph, Ontario

Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Look into the system of the

ARCTIC

REFRIGERATOR

It has exclusive features which should not be overlooked when selecting a refrigerator. The separable parts feature is exclusive with the Arctic and means easy cleaning, always sanitary. The generous air circulation gives a dry cold temperature with less ice consumption. Has air and waterproof insulating interlining.



Any style to meet your requirement.

Catalog sent on request.

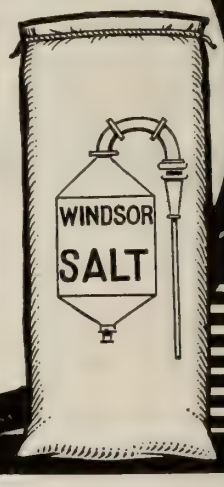
John Hillock & Co., Limited

TORONTO

Agents:—Quebec and Maritime Provinces: Wolf, Sayer & Helier, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask.

WINDSOR TABLE SALT

is just clean, pure Salt, refined to the highest degree of purity, in the most modern Salt works on the continent.



Canadian Salt Co., Limited

WINDSOR, ONT.



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

Pause a Moment

to consider just what it means for your business to stock a line in tobaccos that is not only **favorably known**, but one that is also at the top of the tree for quality.

If you do not stock the smoker's favorite brand, it means that you are losing not only his tobacco custom, but also a good deal of his other business which would have come to you in the ordinary course had you stocked Rock City lines.

Don't let a good customer walk past your store. Send us a postal for terms and particulars of our lines in tobaccos, cigarettes, etc. There is a good profit in them and you can recommend them with confidence as being up to the highest possible standard.

"Master Mason" Smoking **"Rose Quesnel"** Smoking

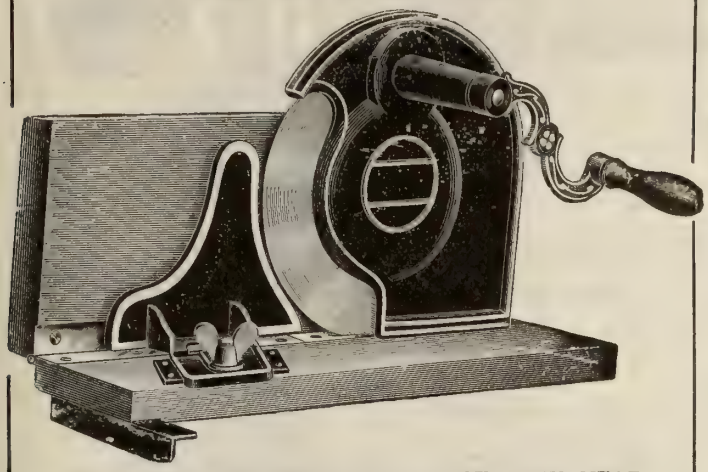
King George Navy Chewing **"Maple Sugar"** Chewing

The Rock City Tobacco Co., Limited

Quebec Winnipeg

THE ROTUNDA

Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.

KINGSTON, ONTARIO, CANADA

AGENTS

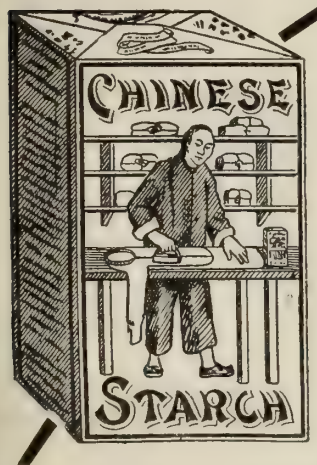
'CAMP' COFFEE

Be ready with your supplies

Never let a customer who wants 'Camp' go without, for every sale of 'Camp' is of permanent advantage to your business. The public *will* have it, and they are bound to go where it is sure to be obtained.

R. Paterson & Sons, Ltd., Coffee Specialists, Glasgow.





Encourage the housewife to do her own laundry work.

By doing so, you widen your market for the better grades of soaps, bluing, borax, washing powders and Chinese Starch.

Sell her

CHINESE STARCH

and make her ironing easier and more satisfactory in every way.

Chinese Starch is prepared ready for use, requiring only the addition of water.

Chinese Starch is the only starch containing two oils, —one imparts a delicate perfume; the other keeps the iron from sticking.

We prepay freight on orders for two cases or more.

OCEAN MILLS, MONTREAL

IN A CLASS BY ITSELF

—and that the first class. GIPSY is the best in Black Lead that Science can formulate and Experience produce. You are always safe in recommending every time

GIPSY Stove Gloss

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia & Yukon: Donkin, Creeden & Avery, 118, Homer Arcade, Vancouver, B.C.



Carelessness in matter of credits and collections is the cause of a great many failures. *J. B. Harker*

OVERCOMING BAD CREDITS

"A good collector is a valuable asset to any business, but better still is the man who can prevent bad accounts," says Jno. B. Harker, for 34 years a grocer at Belleville, Ont.

Indiscriminate credit giving is ruinous to any business. It is not always possible to do a strictly cash business, but it is possible to eliminate bad credits.

Mr. Harker's novel method.

An Actual Instance.

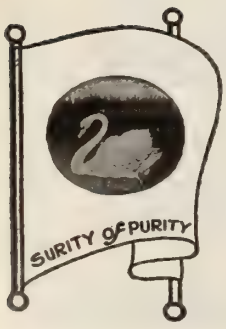
A customer came to me one time stating he was out of work and wanted some credit. He had been paying cash because he was not a man I could depend on. I pointed to the card 'Terms Cash,' stating that I could not change from that course. If I did, someone else whom I did not know as well as I knew him would want the same privilege. 'But,' I said, 'I'll tell you what I'll do. I'll lend you $10 so that you can pay me the cash for the groceries you purchase now, and later on you can let me have the $10 again.

Got His Money Back.

"He accepted the offer, took the money and bought $4 groceries, for which he paid out of the $10. Of course, he did not come back, because he knew I would always insist on cash, and then he was under an obligation to me. Later on he got work again, and shortly after he paid me back the $10.

"That was my system when a man asked for credit whom I knew was a possible slow or never-pay. By following it out, I lost little money. Even if I never got back the money I loaned that would mean my entire loss, instead of probably $70 or $80."

If you have any trouble with your collections and would like Mr. Harker's advice, kindly write him c|o White Swan Spices and Cereals, Ltd. Your inquiry will receive Mr. Harker's prompt attention.

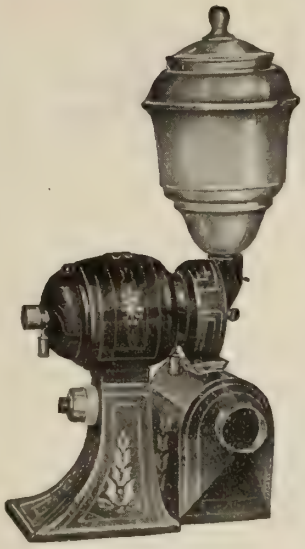


WHITE SWAN
SPICES & CEREALS, LIMITED
TORONTO

This is the third of a series of valuable tips appearing weekly—Read next week "Eggs Absorb Odors."



Electric Cut Your Coffee



With an Electric Cutting Machine designed with Machine Steel Burrs tempered in Oil, which produces evenness in Grind, thus improving the Cup quality of the Coffee. Has also a Fan connected with the Rotating Burr, which keeps the Grind Head clean, so there is no danger in mixing Grades.

There is also a Numbered Setting Device arranged so that you can give your customers their Coffee as they like it. Sold on Monthly Payments and Positively GUARANTEED. Live agents wanted at principal points in Canada.

J. H. Galloway
11 Market Street
HAMILTON, ONT.

Quality goods that know no equal—

"Anything Litster's is good"

The purity of the Litster Products has brought them into popular favor. The superior quality of Litster's Jelly Powders, Puddings, etc., is a matter of general comment.

They attract the better class of trade and hold it.

They mean **more** money, **more** satisfaction, **more** prestige.

A purity guarantee backs up Litster quality.

THE LITSTER PURE FOOD CO., Limited
TORONTO

PURE FOOD LITSTER'S

Many A Woman Has to Count the Coppers



Sell her FORCE For Economy's Sake

"FORCE"
TOASTED WHEAT FLAKES

FORCE is made from the richest cereal in the world—WHEAT. More than that, it's malted to make it doubly nourishing and digestible. It's cooked, too, so it saves the user in that way.

Because it delivers twice as much nourishment as other cereals, FORCE is decidedly economical. That's a big factor in this fight to reduce the high cost of living.

Don't forget it when putting in a word for FORCE.

Made by The H-O Company, Hamilton, Canada

The Selling Power of the Dealer

will be the Key-Note of our Big Spring Sales Number Expansion Issue April 17th.

Every article will be a stimulus to better salesmanship. Every advertisement will be a source of information and enthusiasm.

If you have not reserved your advertising space, write at once and ask about our Ad Service Department.

CANADIAN GROCER

Publication Office, 143 University Ave., Toronto.

The Difference Between Expert and Unskilful Tea Blending

The qualities of different teas prove that there is a distinct difference between *expert Red Rose* blending methods and the *usual* methods.

Several kinds of teas may be blended, but if unskilfully *selected* they will not *combine* to make a perfect *blend;* they will retain their original individual characteristics with their roughness and harshness emphasized.

Such tea is bitter, poorly flavored in the cup (and there is much of it in bulk and package form on the market.) It emphasizes the result of inexperience, lack of knowledge of combining qualities of different teas, imperfect blending, poor selection, and the hundred and one other causes of poor tea.

But our expert Red Rose blenders select the *right grades* of strong, rich Indian teas, especially those of the Assam district in Northern India, and delicate, fragrant Ceylon teas, and produce Red Rose Tea with *entirely new* characteristics—a tea with that "rich, full flavor" —a tea so exquisitely *different and better* than any Indian or brand of Ceylon alone, that no one who once tries it ever goes back to these teas again.

RED ROSE TEA

"is good tea"

T. H. ESTABROOKS CO., Limited

ST. JOHN, N.B. TORONTO
WINNIPEG CALGARY

EUREKA
Refrigerators

Keep perishable goods in perfect condition



Every butcher shop, grocery, hotel, hospital, as well as every house, should have an Eureka Refrigerator installed before the warm weather arrives.

The Eureka Refrigerator is a safe investment, for it keeps perishable goods in perfect condition—in dry, cold, circulating air — free from taint and always wholesome.

You cannot afford to take chances with a damp, musty ice-box. Ask any of the thousands who are using the "Eureka" what they think of it. Send for catalog or call at our new showrooms.

Eureka Refrigerator Co.
LIMITED
31 Brock Ave., - - Toronto



Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills,
Limited
Oak Lake, Manitoba

ADS AND SALES

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Tea from Leaf to Cup
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CANADIAN GROCER

VOL. XXVIII MARCH 20, 1914 No. 12

Selling Suggestions For Building up Tea Trade

Customers Apt to Forget That Chlorine and Other Foreign Substances in the Water Affect Adversely Taste of the Tea—Because Tea is Susceptible to Foreign Odors Care Should Be Taken in Stocking It—Overcoming the Pedlar.

MANY years ago a well known English writer aptly described tea as "the cup that cheers but not inebriates." Long decades have passed since those lines were first penned. Nevertheless the worthy poet's beverage still retains its hold on the appetite of the public to an ever widening extent. Yet for all that, even if it is such a deservedly popular beverage, there are mnny details connected with it which are unknown to the public, and about which it is the duty, as well as the privilege of the grocer to inform his customers.

Effect of Chlorine in Water

In the first place it is not generally known that chlorinated water such as we sometimes get in some of our cities affects tea adversely and gives it an unpleasant flavor. It is a matter of quite common knowledge that city water is often treated with chlorine as a disinfectant, and yet when the tea which has been infused with such water has a peculiar taste, people are very often apt to blame the innocent tea, and forget all about the water, the real cause of the trouble. The same may be said of the alkali water which is found so widely throughout the provinces of the middle west. Many people are deceived in this way regarding the quality of the tea they use, and complaints are sometimes made to the grocer regarding it, when it is the water supply that is at fault. Particularly is the bitter taste from chlorine or alkali more noticeable in teas of the finer grades. This susceptibility to damage from tainted water is something with which the public should be acquainted as, obviously it is not right, nor is it to the interest of the trade that any tea should have faults attributed to it of which it is not guilty.

Then, too, there are usually complaints about tea from consumers in the spring caused by melted snow, rain and surface water changing the constituency of the water in the wells, lakes and rivers. The same is true regarding rains in the fall.

Readily Absorbs Foreign Flavors.

Again it may be news to many that tea is particularly sensitive to odors and fumes which may be floating around in the atmosphere of the store or in the home. Fish, coal oil, cheese and many vegetables such as turnips, onions, etc., will all contaminate tea, and affect the taste if they are anywhere in the neighborhood and there is a free passage of air between them. In fact, to guard against this contamination the commodity should always be kept in air-tight receptacles if possible. This is a very important point. Nobody likes to have their tea tainted with fish or coal oil, any more than they like milk tainted with stable odors or their butter with a strong taste of fodder. If tea so tainted is sold it may result in untold damage to the merchant's trade.



The above reproduction of a tea plant will serve to illustrate the various grades of tea. Leaf plucking is "fine," "medium," or "coarse."

In fine plucking, the leaf bud (a) and the other two leaves (b) and (c) are only gathered; in medium plucking, the shoot is nipped off the branch sometimes below (e) and sometimes below (f).

The names distinguishing commercial varieties of tea are most of Chinese origin. In general they indicate a gradation of qualities from the fine and delicate product of the young leaf bud down to that of the hard grown leaf. The leaves have been named as follows from the teas they are supposed to make:—

(a) Flowery Pekoe,
(b) Orange Pekoe,
(c) Pekoe,
(d) Souchong 1st,
(e) Souchong 2nd,
(f) Congou.

Adversely Affected by Age.

Still another characteristic worthy of notice is that tea deteriorates with age. Tea contains an essential oil which will decay in the course of time, and after standing eighteen months or two years the flavor and beneficial qualities are gone; it is unfit for use. It is a great mistake to keep tea until this point is reached. If it has not been sold and cannot be returned to the wholesale house from which it came, it is far better to throw it away or else sell it as tea not up to the standard than to run the almost certain risk of making an unsatisfactory sale. A sale which gives a customer cause to lose confidence in a merchant is far worse than a monetary loss.

Still another point to be mentioned is that tea shrinks in weight and the dealer has to guard against leakage in this way. To this end it is very helpful not to allow stocks to accumulate and to get rid of the goods while they are yet in fresh condition and before deterioration or shrinkage causes depreciation.

Per Capita Consumption Increasing.

As has been pointed out frequently in Canadian Grocer columns, the consumption of tea has been increasing rapidly all over the world and nowhere is this increase more in evidence than in the United States and Canada. Canadians, of course, for many years have been large consumers of the cheering beverage and the consumption is increasing per

Continued on page 32.

A "Corner Grocery" with Main Street Features

Attractive Front, Modern Counters and Bin Fixtures, One of the Latest Cash Registers, Handsome Account Register, and Large Refrigerator Among the Fixtures—Store Arranged With Purpose of Getting After Good Residential Trade.

WHEN W. N. S. Hunter opened a grocery and meat store at the corner of Maple Ave. and Prospect street, Hamilton, Ont., some three and a half month ago, he presented to the public in that district a "corner grocery," which from the standpoint of modernness compares favorably with the best stores on the main streets of large cities. Many people are prone to associate with the corner grocery the parlor of the residence of a working man who lost his job in the factory. However, these folks would feel somewhat astonished after a walk through Mr. Hunter's store in Hamilton, which is located in an exclusive residential district. It is bright, spotlessly clean, with a magnetic front, glass paneled doors, shining counters and fixtures, and altogether a store of which any owner might well feel proud.

This is by no means Mr. Hunter's first venture into the grocery business. He was in the trade previously on King St., in Hamilton, and in Regina, Sask. While only over three months in this store, he has already worked up a nice trade, but which he hopes to double before the year 1914 passes out. If store appearance will do it, then he should win. The photographs reproduced here will easily bear out this inference. The front contains two large plate-glass windows, one for groceries and one for provisions, and the interior is finished in an attractive style. The high paneled ceiling produces an artistic effect and the furniture in general bespeaks comfort and restfulness.

The goods are shown so that they fairly reach out and bid the customer buy. A glance at the photograph of the store interior shows this.

In the first place, he built his store in an exclusive district. In fact, after he got his permit it became restricted so that no competitors can henceforth come in on the field.

The fundamental principles on which Mr. Hunter is building up his business are briefly and concisely set forth in a blotter which he sent to all prospective customers at the outset. The reading matter side of this blotted is reproduced on page 33.

Amongst the fixtures and equipment in the grocery department will be noticed patented pivoted bin receptacles behind the counter, a display counter itself, cash register, credit register, computing scale, cheese case for cheese and cutter and coffee grinder.

"The only way," observed Mr. Hunter, when asked how he liked the display counter and bin fixtures. "If you want to keep your goods clean and at the same time display them so they'll be seen, there is no better system."

Registers Work Together.

The cash register was purchased with a view to giving him accurate and definite information without any effort on his part, and which would obviate the necessity of much figuring, adding, subtracting, etc., at the end of every day. Down the left hand side are keys for ringing up the following items: — No sale, meats, groceries, rec'd on account, charge meats and charge groceries.

Along the bottom is recorded each day this valuable information in totals: No sales, cash meats, cash groceries, paid on acc't, charge meats, charge groceries, and number of customers. With this to go on Mr. Hunter is kept in pretty close touch with each day's business. He also operates a credit register, which he prizes very highly for the information it provides. The past account is, of course, always carried forward so that every credit purchaser has his total bill up to date at all times. To make sure that all credit sales are rung into the cash register he makes it a rule that every counter check slip before being placed in the account register is first stamped in the cash register. If the cash register stamp does not appear on a counter check slip, its absence indicates that it has not yet been rung in. This system insures him against mistakes in so far as the record of total credit sales in the cash register is concerned.

Screen Window in Cheese Box

The cheese case is constructed with an oval shaped fine wire screen netting in one side. This is to prevent the cheese from molding and yet it is free from dust and dirt.

On the left-hand side of the attractive entrance is the meat department, separated by a partition of glass from the grocery proper. There are two doors leading from here into the grocery store, one near the front for customers and one at the rear for the salesmen. Mr. Hunter's system is to have the meat clerk give the customer the amount of the sale on paper check, which must be presented in front of the cash and credit register for payment or



Front view of the attractive store of W. N. S. Hunter, Hamilton, Ont.



The handsomely furnished store interior of W. N. S. Hunter, of Hamilton. Note the patented pivoted bin fixtures, cash and credit registers, and the neat olive display on the **counter.**

charge. This insures every meat customer passing through the grocery store and, of course, means new grocery customers. As readers will already have observed, the meat and grocery sales are kept entirely separate in the cash register.

At the rear of the meat department is a large display refrigerator which not only keeps safely the perishable goods but shows them as well.

In his other stores Mr. Hunter felt the need of an office apart from the store itself. This he has located at the rear of the store to the left. The cellar is bright and dry with cement floor, and the furnace room is partitioned off with a thick wall, plastered both inside and out to prevent the heat entering the main part of the cellar where goods are stored.

Above the store is a pleasant suite of rooms which Mr. Hunter intends to occupy in the near future.

Following Credits Closely.

One thing that is not being overlooked in the endeavor to sell goods, is collections. Care is being taken to see that all accounts are being met at the proper time so that net profits will not be pulled down by this controllable loss.



A traveler who has been following up the articles appearing in Canadian Grocer on "Leaks in the Grocery Store" sends the following on "Leaks in the General Store." It must be said, however, that this condition of affairs is rapidly passing, and if the general merchant could bring about the reformation without offence to customers he would no doubt gladly do so.

"There are many country stores where the friends of the merchants congregate and use his establishment more or less as a club room, sitting around the stove smoking half a dozen brands of tobacco, expectorating on the floor and talking and laughing in a boisterous manner. Whenever a stranger, or some one whom they can talk of, enters, there is a general lull in the conversation and everyone turns and stares at the newcomer. Nine times out of ten, there is a lot of whispering going on while he is in the store.

"Let every retailer who is housing these people during the day, stop to look at the situation from a broad standpoint.

"It has a tendency to keep ladies away from the store as there are few of the fair sex to-day who are at all enthusiastic as regards gossip and criticism. They will avoid a crowd of men if possible, and go to another store. Neither is it the most pleasant thing in the world to have groceries saturated with the odor of smoke, and as soon as it is detected by the housewife, if she is at all particular, she will probably complain."

A BOUQUET FROM BERLIN

Canadian Grocer, — Please find enclosed cheque in payment for one year's subscription to Canadian Grocer, which expires this month.

I must say that I find your paper very helpful, and I think it is one of the best trade journals published, being a subscriber to a number.

When remitting you last, I thought of discontinuing at its expiration, but on consideration of its valuable information and hints, and the small price asked for same, I cannot afford to be without it.

Wishing you every success, I am,

Yours truly,

A. H. SCHWEITZER,

80 Cedar W.,

Berlin, Ont., March 10, 1914.

Double Check System on all Out-Going Orders

Responsibility Must Be Concentrated on Some One if Errors Are to be Minimized—Illustration Showing That What is Most Desired is Prevention, Not Cure, of Mistakes.

*By HENRY JOHNSON, JR.

FROM a recent letter I clip this:

"Will you kindly advise us upon a checking system that we might establish in our daily routine of business, whereby we might eliminate errors altogether. What we have reference to most is the best way to check each order after it has been filled by each clerk, eliminating the leaving off of some item; what we are working hard towards is 'Service and Quality,' and to make this work out we would like your advice upon this matter. We have in our employ three high-salaried clerks, besides ourselves; our yearly business is approximately eighty thousand dollars. Would you outline each clerk's work or not? Kindly give us all the information on these subjects possible."

System Necessary.

In our youth we were taught that "Not failure but low aim is crime!" which is all right by way of bombastic oratory and some kind of inspirational dope, but mighty poor stuff to steer by in our business if taken literally. Fact is, failure is precisely what the world holds against us, and failure is something we must study carefully to grasp its range and scope.

Bradstreet's and Dun's define failure as busting up in business with inability to liquidate our debts. But that is only final failure and means the culmination, the wind-up, the accumulated consequence of hundreds of other minor failures. Just think of it this way for a minute:

Jones has a fine store, fully equipped, well stocked, organized very much more efficiently than even the average of better stores. So complete and well managed it looks that one is apt to feel that here one can have dependence that things will be right, orders reliably filled, deliveries accurate and prompt. Having this in mind, Mrs. Adams gives Jones a party order, things to be assembled with unusual care for a bunch of women to meet at her house Tuesday afternoon. Mrs. Adams lives in a district which Jones reaches only once daily, in the afternoon, about 4.30. This apparently gives Jones extra time to prepare the order, recheck it and see that it is filled with select articles. This is all conscientiously done, and Jones rather anticipates that Mrs. Adams will hereafter be a steady customer.

But yesterday Jones took on a new delivery boy for that far-out trip. He was a bright-looking, very nice-appearing young man, and he was given carefully-detailed instructions, which he apparently followed closely the first day. On the day the Adams' goods were to go a heavy snowstorm raged, so extra care in packing and covering the goods was taken, and the boy cautioned that, in event of any trouble, he was to telephone in for instructions. Having the boy started, Jones dismissed the matter from his mind—until he heard from Mrs. Adams at five o'clock that her goods had not been received. Jones said the usual things about being sure they would be there "any minute," etc. Then the boy came in the back door with practically the entire load he had taken out. He had lost his slips—blown away—and he could think of no way out but to return. Disgusted, Jones fired him at once, and rushed another boy out, but the going was so bad that Mrs. Adams did not get her things until her guests were about to depart—and that district has not heard the end of Jones' shortcomings since!

So there Jones failed. Mrs. Adams was not interested in Jones' troubles—she had plenty of her own. In so far as Mrs. Adams was concerned, Jones failed as utterly as if he had been the least efficient, most irresponsible, most carelessly, indifferent chump in the "biz." A succession of such failures would put Jones on the "blink" for fair.

Organization and Supervision.

It is probably understating the case to say that this one errror cost Jones not less than $500 in cold money. That illustrates the cost of mistaken judgment in resting the successful issue of any important matter on new, untried shoulders. Considering the importance of this matter to Jones, he should have sent his best delivery-man with these goods, even if, in so doing, he had to change his entire schedule.

Every order should be double-checked by one who is held responsible for every article that leaves the store. That is the rule in every well-organized business. The jobber has his shipping clerk, who corresponds with our checker. This work of the checker follows on the careful taking of orders by the salesman under instructions that each item be ligibly written in such form as to admit of no doubt as to what is wanted. "Cheese" will not go as an entry. It must be eastern, western, Canadian, each of which may be abbreviated, but made plainly distinct for the guidance of whoever may put up the order and to facilitate the work of the checker.

The rule must be absolute that the checker shall actually, personally check each and every order. The rule can be enforced through a system of charging errors to the checker. It is right for salesmen to assemle orders, especially such as they know are "particular." It is a fine idea for the salesman to personally select heads of lettuce, cut Roquefort cheese, lay out bunches of celery and bottles of olives such as he knows will please his customer. After assembly, however, the salesman must let the order go through the hands of the checker. This system will save time in making exchanges, to say nothing of conserving good will through obviating exchanges as much as possible, and will promote accuracy. Also, it will minimize thieving and collusion between salesmen and customers whom the salesmen may seek to favor at the expense of the proprietor.

Assignment of Specific Duties.

This system will do wonders in the way of lending confidence to the work of the delivery end of the business, for it is surely just as important to see that each customer gets just what she wants, just what she has paid for—no more and no less—as to sell the goods.

Certainly, too, it is wise, proper and only good business to assign definite duties to men such as my correspondent evidently employs. To one competent man—in the larger stores at least—should be given entire charge of all vegetables and fruits, including their arrangement for daily display. To another should be given the care of the meats and cheese. To a third should be assigned complete charge of an entire department of shelving—canned goods, jellies, bottled pickles. To still another should go the crackers, cakes and bakery goods.

Such arrangement, with constant supervision on the part of the proprietor or general manager, will promote the best conduct of any business. And it seems almost superfluous to add that the best results will follow the giving of written instructions to each man the business employs.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

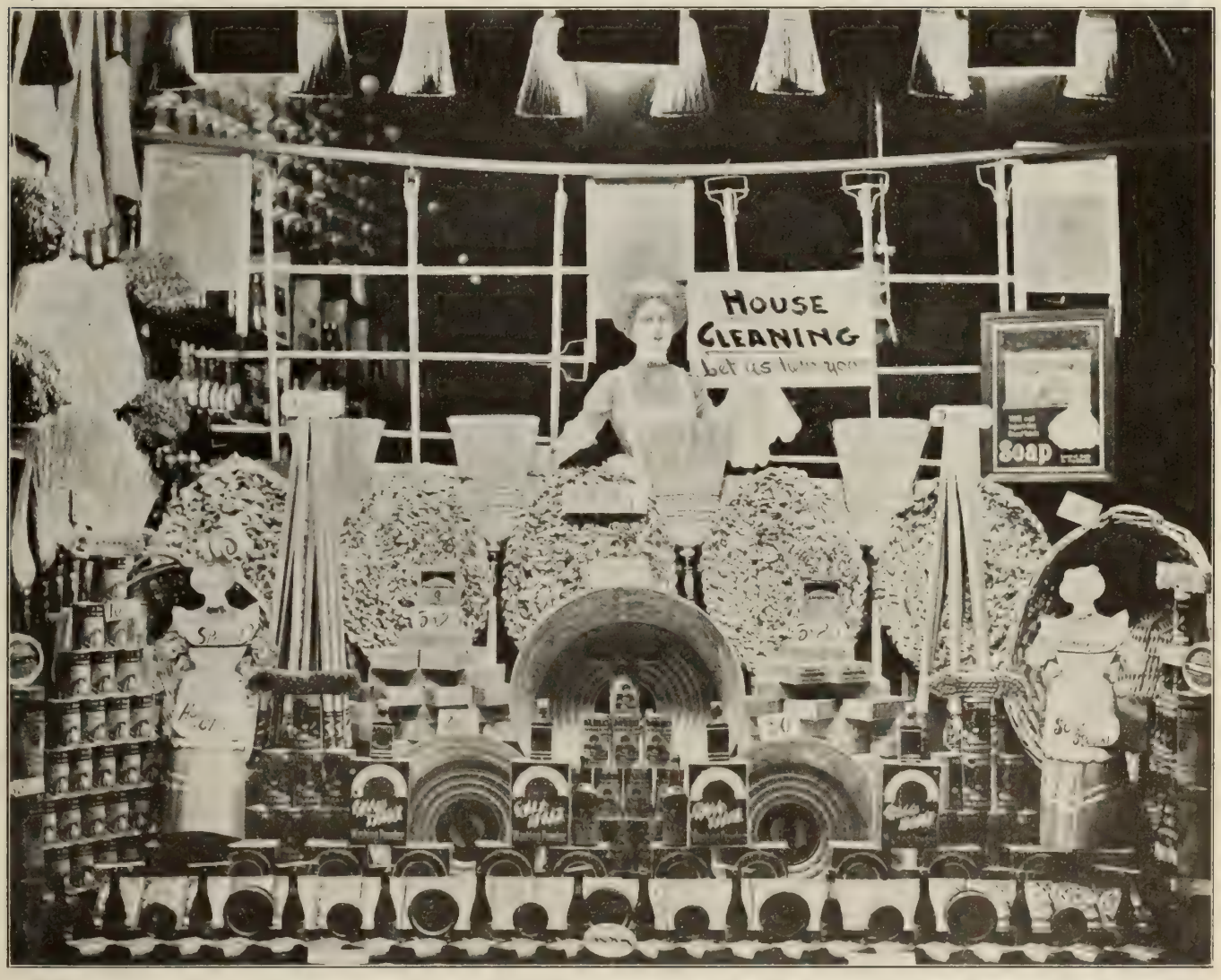
A Window Full of House Cleaning Lines

Now the Time to Show These Goods With the Actual Arrival of Spring—A Well-Made Display Means Extra Business.

The accompanying window display was made last spring by Bruce McDougall, Ingersoll, Ont., and it proved a mighty good seller during the house-cleaning season. In arranging this trim a row of bottles of furniture polish were placed in the front on a little slant toward the central point. Behind this row were packages of washing powder with tins of small and large floor dressing, and bottles of liquid ammonia placed alternately. The central feature is three large galvanized tubs facing outward with a pyramid of cans of a pan cleaner in the centre. On either side is a pile of package ammonia arranged so that the corners and sides face out alternately.

Again flanking the ammonia were bundles of brooms and pyramids of a cleaning powder. The fence in the background was made of mops attached crosswise to a horizontal pole. Three washboards were hung up on the top bar and lower down are shown five reed mats with a broom between each. From the top of the window hung long ceiling brooms and to the extreme right and left were large clothes baskets.

This is a trim that would surely produce sales at the present time. Spring is at hand and housewives are turning their thoughts to the "cleaning up" problem. This window will sell them house-cleaning goods.



A splendid house-cleaning window trim used in the store of F. McDougall, Ingersoll, Ont.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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PUBLISHED EVERY FRIDAY.

TORONTO, MARCH 20, 1914

THE CHEAPNESS OF SUGAR.

MANY IN THE TRADE greeted the decline of 10c. per cwt. in sugar at the end of last week with some surprise and others took the news as if it were the natural course of events. At any rate sugar went down and is now at the exceedingly low price of $4.15 on a Montreal basis as compared with $4.50 a year ago. In fact, sugar is now about as cheap as it ever was, due to the phenomenally good crops of the past couple of years. There is quite a contrast between the price to-day of $4.15 and that in September, 1911, when it reached the highest point in 22 years—$5.85. This means that to-day the retailer can buy sugar $1.70 per cwt. less than he could a little over two years ago.

Some jobbers and probably a few retailers got caught in the latest decline. A short time ago the market firmed up and it was thought at the time an advance would be recorded. But in the last issue or two of Canadian Grocer the weakness of the situation was frequently referred to. All will admit, however. that it is a difficult matter to predict safely the course of sugar and just what the future will bring forth could only be a guess. When the ruffle following this decline has been smoothed out, probably the horizon will be more clear.

GOOD WORK OF WESTERN DEALERS.

IN PAST ISSUES Canadian Grocer has urged the elimination of exaggeration in advertising. There is no place for it in sane merchandising of the present day. Streamers and advertisements in scare head type such as "The Greatest Sale On Earth," "The Most Sensational Sale on Record," and like phrases ought soon to be relegated to the past.

The following clipping from a Regina, Sask., newspaper bears on this subject:—

> Local retailers are taking steps with a view to securing the prohibition of lurid sale signs carrying "doomed to destruction" and other exaggerated legends. These have been put under a ban in Vancouver and the retailers' associations in this city and in Moose Jaw are working towards the same end.

Every retail association should give some of its time to the elimination of this baneful practice. While people of the present day are gradually getting their second vision on such things, yet there are always a certain number of more or less gullible persons who can be easily taken in by this sort of untruthful and distorted advertising. It all handicaps the elevation of the trade to a higher plane, and that is one of the main objects of association work.

PUSH COLLECTIONS NOW.

ALTHOUGH THE MERCHANT who conducts his business on a credit basis must push collections vigorously at all seasons of the year, there are certain times when it is advisable to make an extra special effort.

At the present time there is good reason for the retail grocer to push collections. Within a few weeks the retailer will be busily engaged with the Spring rush of business, and his time will be so occupied that he will be inclined to neglect collections to a certain extent.

Just now the average merchant has plenty of time to push collections, and this is a particularly favorable time when we consider that money is easier and more plentiful than it has been for some time. Owing to the tightness of money the public have been inclined to hold off from paying accounts as much as possible, and the result is that many of the retailers are carrying a large amount in their books. The merchant who pushes collections now will in all probability be able to take the cash discounts allowed for prompt payment on his Spring stocks. The merchant who does not push collections now may find when payments on his Spring goods come due that he will have to seek assistance. The merchant who keeps his accounts collected will not find it necessary to get accommodation at the bank and therefore will not leave himself open to inconvenience. Push collections now and push them hard. Cash in the bank will be very useful in meeting your obligations during the next few months.

A PRACTICE which is becoming general, particularly in the West, is that of getting merchants and wholesalers to donate prizes to bonspiels, athletic competitions and so forth.

The local merchant suffers in the first instance. He is the first man to be approached with the list and seldom does he have the courage to refuse. Many times in the course of a season, the merchant has to give cash

contributions or donate prizes to events which have no direct benefit for him. In the case of a bonspiel, it is hard to see where the merchant gets any tangible benefit. It advertises the town to some extent, and brings a number of visitors there for the course of a few days—to the financial betterment of the hotel men. Nevertheless, the retailer is the biggest individual backer of such events.

There are cases where it is both advisable and expedient for the retailer to make contributions of cash or prizes; cases where benefit accrues and where a refusal would be a serious "break." Nevertheless, the practice of "holding up" merchants—no other term will apply—is still too general and should be discouraged by every means in the power of the members of the retail body. It would not be amiss for the merchants in a certain town or city to reach an understanding on the question, for it is the fear of what the "other fellow" will do that loosens the purse strings of many an otherwise reluctant merchant.

But there is another phase of this contribution evil which is in a sense still more unfair. Wholesalers are receiving requests for contributions to local events, the request in many cases coming indirectly from a local dealer. The committee in charge of the event write to the wholesaler, somewhat to this effect:

"Mr.———— who is a large buyer from you suggests that we write asking you to donate to our prize list."

From the standpoint of the wholesaler, the only benefit to be obtained from acceding to this request would consist in pleasing the retailer mentioned.

This practice is neither fair nor expedient. The wholesaler who meets all such requests is forced to set aside a tidy sum for the purpose each year. The money thus expended could be used in some other way to benefit the retailer much more effectively than in the donation of prizes.

Would it not be better for retailer and wholesaler alike to check this donation evil?

EDITORIAL NOTES.

PUSH COLLECTIONS now.

* * *

TIME WAITS FOR no man.

* * *

THE GEESE ARE FLYING north; Spring is surely here.

* * *

WITH A NEW SEASON upon us, seasonable lines should now be in vogue.

* * *

NO DOUBT THE TORONTO Housewives League will take credit for lowering the price of eggs.

* * *

WHEN MONEY is tight the merchant who can finance his business without assistance is indeed fortunate.

* * *

NOW THAT HER MAJESTY, the Hen, is emerging from winter quarters, she is condescending to lay us a few precious eggs.

Watch the Bogus Agent

FOR WAYS THAT ARE DARK and tricks that are vain, they tell us the "heathen Chinee" is peculiar. But as the retail trade well knows, the "heathen Chinee" has no monopoly on the dark and evil ways.

To illustrate, a Kingston, Ont., grocer sends us the following:—

"Thirteen young fellows from 17 years to 20 years of age made an onslaught on the citizens here, principally merchants, and cleaned up a few hundred dollars. They claimed that scholarships were offered by the Pearson Magazine people to young fellows sending in subscriptions of 50 cents each for a year, and 3,000 within a certain time.

"No magazines have come as yet, and it looks like a hold-up again. Next!"

The dealer in question wrote the magazine to determine whether these men were bona fide subscription agents or not, and he received this reply:—

"Dear Sir:

"We thank you for the interest in this magazine which prompted your letter of the 2nd inst. We have arrangements with various subscription agencies for canvassing subscriptions for Pearson's Magazine. We have made no scholarship offer. It may be that some of the agencies have made such offers to their canvassers."

Inquiries have been made by Canadian Grocer in Toronto, and it was discovered that this same gang, or one similar to it, has been operating there. There was at least one man operating with a proposition resembling that to which the Kingston dealer refers. He called from door to door offering magazines at greatly reduced clubbing rates, giving three $2.00 magazines, for instance, for $1.50. It is only necessary to cite a particular case to show that this was a bogus subscription canvasser. One party is known who some three or four months ago gave him $1.50 for three magazines, but nothing has yet arrived to represent the outlay.

This case is merely cited to show how we must be ever on the alert. Men are not prone to publish widely the fact that they have been separated easily from hard-earned money. Perhaps if they were more open about it, these bogus agents might find their occupation gone. But since human nature—in the average at least—is such that these losses are kept secret, it must be urged upon those who have not yet been caught to "sleep with one eye open." One cannot be too secure in these days of fraudulent stock-watering, and wildcat schemes.

EVERY MERCHANT HAS two main talking points: 1. What he says about his goods; 2. What the goods say about themselves. Obviously these arguments should always agree, but sometimes the second contradicts the first. When it does it is always the louder talker of the two.

Regina May Adopt "Daylight Saving" Plan

Alderman Makes the Proposal and Several Retail and Wholesale Dealers Agree That it Would be Good Idea for the Summer Months.

Regina, Sask., March 19.—The summer "Daylight Saving" proposition is still being considered in some western centres. One of the local aldermen suggested that Regina try it out this summer and in many instances it is meeting with favor. Some of the large departmental stores were interviewed on the proposition.

"Everyone must benefit, and I can see no objection whatever to the proposed change,' said C. W. Sherwood. Mr. Sherwood in fact is enthusiastic in his advocacy of the advance-the-clock plan. He considers it a most excellent scheme and expresses the hope that it will be put into operation this summer.

J. F. Bole, M.L.A., is decidedly in favor of the idea. "It will in no way interfere with business and will give an extra hour for recreation," says the president of the Regina Trading Company. He admits, however, that there are some difficulties to be overcome, and is of the opinion that to be successful it wil be necessary to secure the co-operation of everyone in the city.

Wants It Made Provincial.

R. H. Williams is not in favor of the proposal unless it is made provincial in scope. "We deal extensively with people from the small outlying towns who come into Regina and expect to find the stores open," he said. "If the towns and rural districts and the railways have one time and Regina has another, those arriving by the evening train will find all the stores closed and will have no place to transact their business," he concluded.

Wholesalers Favor It.

"I think that's the only thing to do," declared H. W. Laird, when, when asked to give an opinion yesterday. When told that some objection was being urged on account of the difference in time between the city and surrounding municipalities, Mr. Laird said that he did not think that the objection was worth serious consideration.

"Not two per cent. of the people who come in to transact business from the country would be inconvenienced as the majority have their business completed before five o'clock anyway. The traveling public would very quickly accommodate themselves to the change, and would soon get to know the difference in the railway and city time. It is a question of the greatest good to the greatest number, and there is no doubt that there are very few people who would not be materially benefitted by the change if put into operation.

"I think that the wholesalers would agree to it right along the line, and that there would be no objections raised in that quarter," continued Mr. Laird, who went on to say that he thought the only institutions which would be affected in any way would be the banks and the railways, the former because under Dominion legislation they are obliged to open and close on standard time, and the latter, because they would not change their time on account of the inconvenience it would cause in the operation of their train services.

"Neither of these objections are insuperable," said Mr. Laird, "and I see no reason why the plan should not be given a trial."

H. G. Smith, another wholesaler, was quite in accord with the spirit of the proposed reform, but stated that the jobbing interests would have to be unanimously agreed and that the surrounding municipalities would have to be asked to come into line, so as to obviate inconvenience to country customers who frequently come to town to transact business.

"I have always thought that it was a splendid idea for the summer months," said Mr. Smith, "as it will give everyone an opportunity to enjoy long evenings. No action could be taken, however," he continued, "without arrangement with the jobbing interests, but I think it might be a good thing if the community living in the neighborhood of the city was not seriously affected. It might be pulled through by sending a circular to the surrounding municipalities asking them to fall into line, and if not, we should have to notify the country people that business houses are being closed at five o'clock during the summer months."

SELLING SUGESTIONS FOR TEA.

(Continued from page 25).

capita year by year. In the United States, on the other hand, for many years comparatively little tea was drunk. Whether or not it was that the "Boston Tea Party" of 1773 was responsible for this does not appear, but it is certain that coffee obtained a much stronger hold on the children of Uncle Sam than did tea. Now, however, while the use of coffee does not seem to be diminishing the United States are using much more tea, and in Canada the consumption of both per capita is increasing year by year.

Overcoming Pedlar Nuisance.

A knowledge of some of the points above discussed should be useful to the grocer not only in helping him to give better satisfaction to the public, but also to get rid of the pedlar nuisance. The wide-awake grocer should be able to "put one over" on the pedlar without a great deal of trouble, owing to the fact that the method in which the latter does business renders it a difficult matter for him to guard against all the dangers which have been mentioned. Moreover, he generally sells or tries to sell in large quantities and this is not a good thing. If the public are well informed as to the advantages of buying tea by small quantities and being sure of getting it fresh and pure and free from taint or odors, they would not be willing so frequently to take a chance on the pedlar's goods.

A circumstance is known to the writer of a pedlar leaving a fifty-pound chest of tea with a farmer in an outlying district, promising to call for it the following week. This he did not do. It was two weeks before he returned. By that time an epidemic of measles had broken out among the family, and they were prevented making the long trip to town after groceries; of necessity they used some of the fifty-pound chest. There they were with fifty pounds of very ordinary tea on their hands. The family consisted of the man, his wife and four small children. The prospect of the waste, the shrinkage and danger of taint to that large quantity of tea which would last such a family a very long time is not pleasing. Cases like this strengthen the position of the up-to-date resident dealer. The grocer who makes himself conversant with all details regarding the stocking and keeping of teas will find himself in a much better position to give satisfaction and will try to educate the people as well as he can along these lines.

Coffee and Cocoa as Well.

A great deal of what we have said above regarding tea might also be said regarding coffee and cocoa. Care must be taken to become well acquainted with the weaknesses of the various commodities. The ease with which they absorb odors and gases floating about the atmosphere, the effect of age, loss by shrinkage, the ability to satisfy the customer every time and give him the goods which please—these are all points which must be considered.

How Other Grocers Do Things



EGGS SOLD RAPIDLY.

In such a staple line as eggs one would hardly think that a display would have much of an effect on sales. This, however, is disproven by the experience of K. F. Oxley, of Kelowna, B.C., who tells of a window trim containing eggs that surprised him from the standpoint of sales.

"I piled about thirty cases of eggs in the window slanting a little so that they would attract the attention of every passerby. I filled thirty-one dozen egg fillers and put one on each case of eggs. With the addition of several price tickets we sold over twenty cases in three days."

* * *

SOME PITHY "REASONS."

In announcing the opening of his new grocery store in Biggar, Sask., S. P. James gave the people in that town some reasons in a newspaper advertisement why they should deal at his store. Among them were the following:—

Because our goods are the best quality that money can buy.

Because we keep everything a customer needs in the grocery line.

Because our prices are reasonable and the quality high.

Because we sell good butter, eggs and poultry.

Because we pay farmers highest prices for their produce.

* * *

BOOSTED SALES OF HOUSE-CLEANING GOODS.

E. B. Reist, Preston, Ont., fiinds it a good plan to advertise suitable goods in anticipation of each of the various seasons. For instance, on the approach of Lent he features fish and similarly other seasonable lines for other times and festivals.

In house-cleaning time he has found it of particular benefit to put in his windows a display of brooms, scrubbing brushes, soaps, etc., accompanied by a card bearing words such as: "These are enemies of dirt." To such methods he attributes an increase of business of 25 per cent. in house-cleaning goods last year.

* * *

ST. PATRICK'S DAY WINDOW.

E. C. Matthews, of Parliament Street, Toronto, had a window display for St. Patrick's day that attracted considerable attention and was well calculated to draw business. The walls and back of the window were lined with green tissue paper on which at frequent intervals, were printed the conventional harps. Little Irish flags were hung here and there on the corners of the window. At the back was a double row of shamrocks in pots, larger ones behind, smaller in front. In the left-hand corner was an attractive setting of canned goods on shelves covered with St. Patrick's day tissue napkins. The body of the window was filled with boxes of fruit, biscuits, walnuts, eggs, jam in glass jars, etc., and last but not least in the lower centre a box of real Irish "spuds," several of which were painted green. In the centre of the window was a large pot of shamrocks and a smaller one at a little distance on either side. Even the show cards were written in green ink.

The potted shamrocks were graded in price and made splendid drawing cards, as many people like to have them on St. Patrick's day and while in the store to buy shamrocks would buy other goods as well. The whole effect was very pretty and made an excellent display.

Harry Norman, traveller for Geo. E. Bristol & Co., Hamilton, Ont., died last week. He was a general favorite with the trade in the Ambitious City.

10 REASONS WHY YOU SHOULD TRADE AT HUNTER'S

1st. The Store is one of the most up-to-date in the City.

2nd. All Bulk Goods are kept under Glass free from Dust and Microbes.

3rd. The Stock is large and carefully selected Comprising the Leading Reliable Brands.

4th. The Stock was purchased at Spot Cash Prices.

5th. The Retail Price will be found as low as at any Store in the City for same quality of goods.

W.N.S. Hunter

Groceries and Meats

Telephone 6062

6th. Courteous Treatment Guaranteed

7th. A representative will call on you if desired.

8th. An Order given over the Phone will be given as careful attention as an Order personally selected at store.

9th. Prompt Service is a motto of the Store.

10th. A Small Order given the same supervision as a large Order.

COR. MAPLE AVENUE AND PROSPECT STREET HAMILTON, ONT.

When W. N. S. Hunter, Hamilton, Ont., opened his store he sent out this blotter in red and black ink to all residences in the district, giving ten reasons why people of the district should deal at his store. It proved an effective trade-getter. See article on pages 26 and 27.

THE CLERKS' DEPARTMENT

THE SUCCESSFUL SALESMAN.

By Henry M. Hyde.

On day in the late '80's a man who was selling cash-registers in an Ohio territory hired a new office boy. He was a small, thin, quiet little boy with a pair of big brown eyes. At first glance one was reminded of a scared white rabbit. But presently the boy smiled and the smile somehow made it clear that the boy wasn't scared at all, but was simply very curious and very anxious to find out about things. After he had been on the job with eyes and ears both wide open for about six months, the boss went out on the road one Monday morning, leaving the boy alone in the office to answer telephone calls and forward the mail.

On the following Saturday the salesman got back home. "Well, Hugh," he asked, "did you have any callers?"

"Mr. Flanders called yesterday afternoon."

The salesman ripped out an oath, "I've been trying to get that old stiff to call at the office for a year," he snapped. "And now I've lost a chance to sell him a machine. Well, anyhow," the salesman consoled himself, "he's a pretty cheap man. He wouldn't have bought anything but the cheapest and he'd have stuck out for an extra ten off."

"Well," the office boy stammered, "I sold Mr. Flanders a machine."

"You what?"

"I sold him a $300 machine and he paid cash down for it."

The startled salesman showed his appreciation by raising the office boy's salary from $5 to $7 a week. Just thirteen years later the office boy—whose name is Hugh Chalmers — was vice-president and general manager of the whole cash-register business and his salary was $72,000 a year. To-day he is the head and majority owner of one of the half-dozen largest automobile factories in the country, which this year will do a business of $12,000,000.

He is still rather small, thin, quiet and smiling, with the same eager, questioning look in a pair of brown eyes that have never grown in the least tired. Also he is still on the smiling side of forty years.

THE NUTRITION IN MACARONI.

Dr. Wylie, the eminent pure food expert of the United States has this to say in an article in a recent issue of Good Housekeeping magazine on macaroni:—

"Among the by-products of cereals which are rich in protein, one of the most important is macaroni, with which may be closely associated a similar variety of foods known as noodles and spaghetti. The average amount of protein in these products is a little over twelve per cent. They are usually made from wheat rich in protein, and are wholesome, nutritious, and palatable. These foods have about twice as much mineral matter in them as ordinary fine white flour. In other words, they contain about two-thirds of the total mineral matter found in wheat itself."

This is exactly along the lines of an article in a recent issue of Canadian Grocer on the subject. Macaroni, etc., is a cheap, wholesome food, which at the present time, will help the needy to lower the living cost.

• • •

DONT'S FOR CLERKS.

Don't give overweight; don't give underweight. Give the exact weight, and you will please both your employer and the customer.

Don't put fish with butter, as the butter will soon taste and smell "fishy."

Don't set the coal-oil can on the counter. The next article to be placed on that spot may be butter, which will taint very easily.

Don't send articles out of the store covered with dust. This may displease your best customer, and sometimes with serious results.

Don't make mistakes in your orders, if possible. A customer hates to be "kicking" about "short orders."

Don't be afraid to work a little overtime; you won't lose anything by it.

• • •

OBSERVATIONS OF THE CUB REPORTER.

Fresh and flippant answers, turneth away customers.

• • •

Your promise to a customer is your employer's promise.

• • •

Courteous manners in little things are an asset worth acquiring.

THE ENCYCLOPAEDIA

EDAM CHEESE.

Edam is a hard rennet cheese produced in Holland. A somewhat surprising fact is that in the town of Edam itself it is known as Zoetmelker Kaas. It might be interesting to know that the town of Edam is a noted shipbuilding place and all of one important Dutch admiral's fleet was constructed there.

The best of this product is made from unskimmed cow's milk, but unfortunately much of it is made from milk from which at least one-half the fat has been removed. The cheeses are round and are colored deep red on the surface or are wrapped in tin foil.

The makers try to put sufficient curd into the mould to make a perfect sphere when pressed. When the mould is half full a little salt is added. When the mould is full it is pressed lightly so it will hold its form. It is then taken out and immersed in water for two minutes at a temperature of 125 degrees. The cheese is then returned to the press, where it remains for twelve hours.

It is then removed from the mould and placed in another form, resembling the mould, but without a cover and having a hole leading from the bottom. The cheese is salted by rubbing salt on the surface. Sometimes it is kept in a salt bath for a day before the salt is rubbed on the surface. Following the salting the cheese is washed in hot whey and the surface is scraped smooth.

It is then taken to the ripening cellar, which should have a temperature of 50 to 70 degrees. Here it is turned daily for a time, and finally twice a week. In the meantime it is occasionally moistened with cold water or fresh beer.

When the cheese is a month old it is washed in water at 70 degrees for twenty minutes and placed in the sun to dry. After this it is rubbed with linseed oil.

Such help as we can give each other in this world is a debt to each other; and the man who perceives a superiority or a capacity in a subordinate and neither confesses nor assists it is not merely the withholder of a kindness, but the committer of an injury.

Particulars of the Contest for Clerks

Money Prizes for Best Examples of Sales Expansion and Methods Used to Move Out the Goods—Results Will Appear in Expansion Number of April 7—Enter Into the Contest at Once.

An opportunity for every clerk. Read the particulars:

Each one of you has at some time or another conducted a selling campaign on some particular line.

You have, by adopting certain selling methods, expanded sales on one or more food stuffs or on a house-cleaning article; or you have raised the standard of quality of certain lines of goods sold regularly to your customers.

We want you to tell the story about it in as few words as possible—but tell it fully.

Prizes will be offered as follows:—The clerk who gives the best example of the expansion of sales on any particular line of goods or associated lines will receive a cash prize of $3. The second prize will be $2, and the third $1. There will, of course, be other answers suitable for publishing. These will be printed and paid for at regular space rates for correspondence. This gives everybody a chance. The contest will help every clerk who enters it, because it means the analyzing of sales and methods.

Conditions and Suggestions.

1. The articles on which sales were expanded must have been sold at regular prices, not at cut rates.

2. Each clerk may send in as many items for the contest as he may desire, but each must refer to one particular line, or associated lines, and must be written on a separate sheet of paper.

3. Answers should be confined in as brief a space as possible.

4. Where possible, point out either the quantity or the value of the goods sold by adopting certain methods. (See page 35, Feb. 20 issue, for methods used by a Nova Scotia clerk to raise standard of tea sold to customers.)

Winners in the contest will be announced in the Annual Spring (Expansion) Number of April 17, together with the articles they submit.

Now is the time to get busy. Each clerk has some strong evidence up his sleeve of the selling power of the staff of a retail store. He knows selling talks that have sold new goods or raised the standard of staples selling all the time; he can tell of unique display methods or a well written newspaper advertisement that has brought business; and he can point to a dozen and one little store "kinks" for expanding sales.

All replies should be addressed to The Editor, Canadian Grocer, 143-149 University Ave., Toronto, and should be in before March 31. Better send them along at once. Further particulars on request.

Current News of the Week

Quebec and Maritime Provinces.

Grenon & Roberge, grocers, Montreal, have registered.

W. H. Smith, grocer, St. John, N.B., had a fire loss recently.

At the annual meeting of J. A. Marven, Limited, Moncton, N.B., recently, the following officers were elected: Directors—Capt. Masters, J. A. Marven, W. A. Walker, P. N. Hamm, M. Murray, J. F. Edgett. Officers—J. A. Marven, president; P. N. Hamm, vice-president; J. Fred Edgett, secretary. This company will erect a new building this summer.

Ontario.

Merchants at Tweed, Ont., are after early closing.

D. S. Sawyer, Ottawa, Ont., has opened a new grocery store.

J. W. Bowman, a Hamilton grocer, has sold to Mr. Leach.

P. J. Gearey, Ottawa, Ont., has opened a new grocery business.

Wm. Howe has opened a grocery business at Smith's Falls, Ont.

Dibden Bros., grocers, Hamilton, Ont., have sold to Mr. Bergen.

J. C. Slattery, grocer, Hamilton, Ont., has sold to Chas. A. Williamson.

P. J. Doyle, Perth, Ont., has purchased the business of Mrs. F. Davis.

Kenneth McKenzie, grocer, Hamilton, Ont., has sold to a Mr. Cummings.

Daniel Bohlander, of Waterloo, Ont., grocer, has sold to J. W. Giffard.

Moyer-Lovelace Co., Ltd., canners, St. Catharines, Ont., have obtained a charter.

Jno. Kirke, Kincardine, Ont., has sold his grocery business to the Misses Robinson.

David Robinson intends opening a general store in Wroxeter, Ont., in the near future.

The National Railway Association has opened a grocery store on Somerset St., Ottawa.

A. J. MacDonald, Smith's Falls, Ont., has succeeded to the business of J. G. Quackenbush.

Preston, Ont., merchants will likely form a branch of the Retail Merchants' Association.

Bert Summers, of Summers Bros., grocers, Dundas St., London, was quietly married recently.

Miss M. Morrison, Perth, Ont., has taken over the business formerly conducted by Mrs. J. J. Farrell.

Flavelles' Limited, Lindsay, Ont., entertained the grocers of Lindsay and others at a banquet last week.

J. A. McCrea & Sons, Guelph, Ont., have installed a new glass front counter, equipped with roller bearing drawers.

M. D. Beard, manufacturer's agent, has moved into Suite 33, Frontwell Building, 47 Wellington East, Toronto.

The merchants of Galt, Ont., at the request of a petition from their clerks are considering the early closing question.

Mr. Young, of Brookdale, Ont., has sold his grocery business to Mr. MacIntosh, the transfer to take place on April 1st.

The MacLaren Imperial Cheese Co., Ltd., Toronto have been appointed Dominion agents for "Refrige" Quick Bread Flour.

J. R. Bell, a Peterborough, Ont., grocer, is moving from Hunter St. west, to his new premises fitted up in the former Temperance Hotel.

Letters patent have been issued to Weir & Co., Limited, Ottawa, Ont., to manufacture and deal in mineral and aerated water and similar preparations and beverages.

Geo. S. Pettie, who formerly conducted a grocery store on Dundas St., London, Ont., has been appointed manager of the Consumers' Co-operative Society, Limited, of that city.

The London Retail Grocers are going to have their annual excursion to Toronto by the C. P. Railway on July 8 and are already making arrangements so as have the excursion "better than ever."

John Taylor, a grocer on Grey St., London, has bought the grocery stock of Messrs. Dinkwatus, on Adelaide St., London, Ont., and is now running the two stores until his lease expires on Grey St.

A company to be known as "Canned Foods Limited," has been incorporated to manufacture and deal in canned goods and food products of all descriptions; the chief place of business to be at Toronto.

Thomas Legg, formerly of Blinn & Legg, grocers, London, Ont, has leased the building on the north-east corner of Richmond and Hortin Sts., and is turning it into a grocery store, where he intends to start business soon.

At the annual dinner of the Canadian Salt Co., Windsor, Ont., E. G. Henderson, the manager after reviewing the progress of the company in the last 21 years announced a profit-sharing plan for the employees. A bonus of 6 per cent. of the wages earned by all employes paid by the day is to be given to those who have been a year or more in the company's employment at the end of 1914.

Western Canada.

A. Pinkney, Homewood, Man., general store, has sold to Berlin & Co.

The Trite Woods Co., of Michel, B.C., intend erecting as soon as possible a new store building in place of the one lately destroyed by fire. The new structure will be 100 feet square, two storeys with a full basement. It is the intention of the firm to make this new departmental store fully equal to all the requirements of the town. The new building will be constructed of solid cement. It is intended to have in connection with it a cold storage plant for handling meats, butter, eggs, etc. C. A. McAskill is the manager.

TRADING WITH PORTUGAL.

Manufacturers interested in getting into touch with buyers of their products in Portugal, Europe, should read carefully the following letter received by Canadian Grocer from the Portugal Consul at Toronto:—

Portuguese Consulate, Toronto, Canada.
March 10th, 1914.

MacLean Publishing Co.—

Dear Sirs,—I am in receipt of a letter from the Commercial Association of Lisbon, Portugal, which reads as follows:—

"Being desirous of enlarging our commercial business, especially the foreign one, the directors of the association have approved of the installation of a room for catalogues of the most important commercial houses in the world, in order to have our business men acquainted with prices of all articles in the world's market, and for the above reason we ask you to be kind enough to invite by the most practical means the commercial houses in your district that export their products to present their catalogues to the association."

Any such catalogues should be addressed to the Associacao Commercial de Lisboa, Lisbon, Portugal.

Perhaps you will be good enough to acquaint the readers of your various trade papers with the desires of the Lisbon Commercial Association to receive catalogues, the receipt of which may result in export trade for Canadian manufacturers.

Yours very truly,
FREDERIC NICHOLLS.
Consul for Portugal.

Sugar Declines 10 Cents on All Markets

Market is Still Weak and Some Look for Further Decline — Many Waiting Further Developments — Prunes and Canned Salmon Continue Firm.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
- Lard rather easy. Smoked and cured meats quiet. Butter firm. Eggs down 3c. Chinese eggs quoted at 27c.

FISH AND OYSTERS—
- Haddies and fillets up 1c per pound Salmon, red, Cohoes or silver down ½c. Herrings, Labrador and Nova Scotia, up 25c. Market swamped with halibut and salmon.

FLOUR AND CEREALS—
- Flour still quite firm. Cereals normal. Mill feeds very strong. Stocks scarce.

FRUIT AND VEGETABLES—
- Baldwins, No. 1, up 50c per bbl.
- Lemons down 50c a case.
- Mexican oranges up 15c.
- Radishes down 10c.
- Florida tomatoes quoted at $4.50 to $5.50.
- Florida celery up 50c.

GENERAL GROCERIES—
- Sugar reduced 10c all round. Market still weak.
- Clover Leaf salmon advanced 10c per dozen.
- Molasses weak. Prunes strong. Nuts firm

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Good reports of winter wheat crops.
- Flour firm.
- Cereals strong in sympathy with grain market.
- Mill feeds same as last week.

FISH AND OYSTERS—
- Good season on whole for fish dealers.
- Cheap fish and dear meat made business good.
- Lobsters scarce; oysters near end of season.

PRODUCE AND PROVISIONS—
- Eggs on toboggan slide; drop 3c.
- Invasion of Chinese eggs possible.
- Butter holds firm; fresh-made stuff of indifferent quality
- Cheese advances about a cent. Meats hold steady.

FRUIT AND VEGETABLES—
- Frost damages Florida crops.
- Some potatoes said to be going West.
- Asparagus on market at 85c a bunch.
- Apples firm.

GENERAL GROCERIES—
- Sugar reduced 10c per cwt.; further reductions possible.
- Prunes strong; peaches cheap.
- Canned salmon holding very firm

QUEBEC MARKETS.

Montreal, March 19.—Market this week has kept up well and orders are coming quite freely for all lines, with one or two exceptions. Collections are quite normal, and there is not much difficulty experienced in this department. Milder weather has had a tendency to slacken up trade a bit, as country merchants are not ordering in such great quantities as they were a couple of weeks ago in view of the breaking up of the roads, which has now started. The general tone of market, however, is quite firm.

SUGAR.—As was forecasted for the past couple of weeks, there has been a reduction of 10 cents in sugar all along the line, with the exception of crystal diamonds (cartons and half cartons) and crystal dominoes, which do not fluctuate with the market. Notwithstanding this decline of 10 cents, the market is still quite weak, and it would not be surprising to many of the trade here to see a further decline before long. Although the refiners are quite firm in their views as to the future, jobbers do not seem to think that there is anything else in sight but a further reduction. There is a steady feeling in the market for raws, but the local situation moves frequently in sympathy with the United States market.

Many retailers are buying small and often in order to take advantage of cheaper prices, and, judging from present conditions, this seems to be a good policy to follow.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 15
20 lb. bags	4 25
2 and 5-lb. cartons	4 45
Second grade, in 100 lb. bags	4 00
Extra Ground Sugars—	
Barrels	4 55
50 lb. boxes	4 85
20 lb. boxes	4 95
Powdered Sugars—	
Barrels	4 55
50 lb. boxes	4 75
25 lb. boxes	4 75
Paris Lumps—	
100 lb. boxes	4 90
50 lb. boxes	5 10
25 lb. boxes	5 20
Crystal Diamonds—	
Barrels	4 95
100 lb. boxes	5 10
50 lb. boxes	5 20
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 20
No. 2	4 20
No. 1	3 80

DRIED FRUITS.—During the week there has been a general improvement in demand for most California fruit. Market is maintaining the same firm feeling which has been in existence for the past few weeks. Prunes are particularly strong, and, as stocks are considered scarce, there is no improvement looked for. All lines are moving out well with perhaps the possible exception of Valencia raisins (loose stock), which are a little backward, due to the packaged (seedless) raisins. Prices hold firm, and not much change is looked for.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 09
Nectarines, choice	0 09½
Peaches, choice	0 09½
Pears, choice	0 11
Apricots	0 12
	0 16

DRIED FRUITS.	
Candied Peels—	
Citron	0 16½ 0 17½
Lemon	0 10½
Orange	0 11½
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07½ 0 08½
Filiatras, fine, loose	0 06½ 0 07
Dates—	
Dromedary, package stock, per pkg..	0 08½
Fards, choicest	0 11
Hallowee, loose	0 06
Hallowee, 1-lb. pkgs.	0 07½
Figs—	
Finest, 6 crown, about 12 lbs.	0 13 0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes, faced	0 12½ 0 13
50 to 60, in 25-lb. boxes, faced	0 11½ 0 12
60 to 70, in 25-lb. boxes, faced	0 10½ 0 11
70 to 80, in 25-lb. boxes, faced	0 10 0 10½
80 to 90, in 25-lb. boxes, faced	0 09½
95 to 100, in 25-lb. boxes, faced	0 06 0 06½
Raisins—	
Malaga table, box of 22 lbs., according to quality	2 75 6 00
Muscatels, loose, 3 crown, lb.	0 08½
Sultana, loose	0 10
Lower grades Sultana, 1 lb. pkgs.	0 11
Valencia, new	0 06 0 07
Seeded, fancy	0 10½
Seeded, choice	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—The only feature which is in evidence at the present time is the good demand which lower-grade Chinas are undergoing. The conditions of the stocks are none too good, as they are said to be quite low. Other lines are moving out as freely as ever, and the higher grades are maintaining their usual firmness, with prices held firmly.

Japans—	
Choicest	0 40 0 50
Choice	0 35 0 40
Fine	0 30 0 35
Medium	0 25 0 30
Good common	0 18 0 25
Common	0 15 0 18
Yamashiro	0 75 1 00
Ceylon—	
Broken Orange Pekoe	0 30 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
Garden grown	0 75 1 00
India—	
Pekoe Souchongs	0 19 0 20
Ceylon Greens—	
Young Hysons	0 24 0 28
Hyson	0 22
Spanish No. 1	0 12½
Virginia No. 1	0 13½
Gunpowders	0 19 0 35
China Greens—	
Pingsuey gunpowder, low grade	0 14 0 18
Pingsuey gunpowder, pea leaf	0 20 0 30
Pingsuey, gunpowder, pinhead	0 30 0 50

COFFEE.—The French-Canadians are favoring coffee more and more every day, and local dealers report that increase in the demand is quite noticeable.

The conditions on the local market are unchanged from one week ago, and, as stocks are ample to fill all requirements and prices held firmly, there does not appear to be any likelihood for an immediate change in the situation.

Coffee, Roasted—	
Bogotas	0 27 0 28
Gautemala	0 26 0 28
Jamaica	0 24 0 25
Java	0 32 0 35
Maricaibo	0 25 0 26
Mexican	0 27 0 28
Mocha	0 30 0 32
Rio	0 22 0 20
Santos	0 22 0 23
Chicory, per lb.	0 08 0 10

RICE AND TAPIOCA.—Owing to the circular which was sent out a few weeks ago to the effect that rice would be reduced in price on the 15th of April next, the demand for immediate shipment is somewhat slow, and orders being received at present are practically all calling for shipment at the new rate on or after April 15 next. There are, of

Maple Syrup—Compound—		
Gallons, 6 to case	4 40	4 80
½ gals., 12 to case	4 70	5 40
¼ gals., 24 to case	4 70	5 40
Pints, 24 to case	2 50	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case	6 95	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90
Maple Sugar—		
Pure, per lb.	....	0 12½
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	3 60	4 85
Maple butter, lb. tins, dozen	....	1 90

RICE AND TAPIOCA.—

Rangoon, per lb.	0 03¼	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06⅛	0 07
Carolina, per lb.	0 10	0 11½
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 05
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05
Flake	....	0 09½

DRIED VEGETABLES.—

	Per bushel.	
Beans—		
Canadian primes	....	2 10
Canadian, extra H. P.	....	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07⅛	0 08
Peas, blue Canadian, per bush.	2 00	2 25
Peas, green, imported, bush.	....	2 40

NUTS.—

	Per lb.	
In shell—		
Almonds, Tarragona, new	0 18	0 18½
Brazils, medium	0 21	0 22
Brazils, large, washed	....	0 20
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 48	0 50
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 38	0 40

COFFEE.—

Coffee, Roasted—		
Bogotas	0 27	0 30
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

SPICES.—

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	....	0 12—0 15
Cinnamon, whole	....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	....	0 25—0 35
Cloves, whole	....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 32—0 34
Curry powder	....	—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	....	0 22—0 25
Ginger, African, ground	....	—0 16
Mace	....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	....	—0 35
Nutmegs, ground, bulk, 45c; 1 lb. tins	....	—0 55
Pastry spice	....	—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	....	0 26—0 28
Pickling spice	....	—0 15
Turmeric	....	0 25—0 35

MONTREAL.

CANNED GOODS.—There has been an increase in clover-leaf salmon of 10 cents per dozen all round. The new scale is as follows:

1-lb. talls	$2.05	$2.10
1-lb. flats	2.17½	2.22½
½-lb. flats	1.37½	1.42½

The first price shown is for lots of five cases and over, while the second price is for lots of under five cases. The market is still quite firm, and another increase would not be at all surprising to the local jobbers.

Salt fish is very scarce, owing to the United States new tariff, which lifted the duty on these fish, and they now enter the States free. In view of the larger market, shipments were made across the border, resulting in our own stocks dropping considerably.

Lobsters are also very scarce at present, and stocks are considered exceptionally low. Stocks in first hands are also low. The new pack is not due until June and no improvement is looked for until then.

The new pack of English sprats has arrived, and the quotation given is $7 per case for quarter tins.

In the vegetable and fruit lines there is little to report. Although the retailers are as a rule pretty well stocked up, there is quite a free movement in all lines. Stocks are quite ample to fill requirements until the new stock arrives, but local jobbers claim that when this does happen the market will most likely be bare. Some lines are firming up, but there does not appear to be much chance of a change in the present quotations; at least, locally it is not thought that there will be an increase in price.

TORONTO.—According to local jobbers, canned salmon is very stiff, and there are quite a number who look for another advance before a great while. Lobsters, too, are very scarce, and prices are very firm. With regard to gallon apples and corn, stocks are certainly not large, and it is believed that higher prices may be quoted on these at any time, particularly corn, as the rush season for canned apples comes later. Supplies of both last year put away by canners were not large, and demand has been good.

MANITOBA MARKETS.

POINTERS:—

Sugar—Declines 10c per cwt.

Prunes—Advance ½c.

Matches—Dearer.

Winnipeg, March 18.—Wholesalers report somewhat of an improvement in business during the past week, and a good deal of what might be called deferred business is now coming in. There is no doubt that retailers have been carrying stocks for some time that have been on the light side, and have now come to the conclusion that with every indication of an early spring it is time to prepare for heavier sales.

Industrially the city is in better shape; the thaw of the past week has set hundreds to work at the annual clean-up of the streets, and there is already some activity in the building trades.

Collections are not up to the mark, and there is considerable complaint under this head.

SUGARS AND SYRUPS.—As predicted in the last issue of Grocer, sugar has come down 10 cents per cwt. all round. Syrups are steady and in fair demand. New maple syrup should be a ready seller and good line to feature at this time.

	Per cwt. in sacks.
Sugar, Eastern—	
Extra standard granulated	4 70
Extra ground or icing	5 20
Powdered	5 00
Lumps, hard	5 65
Montreal, yellow	4 30
Sugar, B.C.—	
Extra standard granulated	4 70
Yellow sugar, No. 1	4 30
Yellow sugar, No. 2	4 15
Yellow sugar, No. 3	4 05
Bar sugar	4 85
Icing sugar	5 05
Powdered sugar	4 85
H. P. lumps	5 55
Sugar packed in barrels 5c per cwt. more.	
Sugar, Western Ontario—	
Sacks, per 100 lbs.	4 70
Barrels, per cwt.	4 65
Halves, 50 lbs., per cwt.	4 70
Bales, 20 lbs., per cwt.	4 75
Powdered, barrels	5 00
Powdered, 50s	5 35
Powdered, 25s	5 65
Icing, barrels	5 30
Icing, 50s	5 55
Icing, 25s	5 70
Icing, pails	5 60
Cut loaf, barrels	5 40
Cut loaf, 50s	5 65
Cut loaf, 25s	5 90
Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, ¼ doz. in case	2 77
Cases, 10-lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ½ doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
B. C. Cane Syrups—	
2 lb. tins, 2 doz. to case, per cs.	2 85
5 lb. tins, 1 doz. to case, per cs.	3 20
10 lb. tins, ½ doz. to case, per cs.	3 00
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes	0 45 — 0 50
New Orleans	0 33 — 0 35
Maple Syrups—	Per case.
Imperial quarts, case 2 doz.	5 20
Imperial ½ gals., 1 doz.	4 75

DRIED FRUITS.—Prunes are up another ½ cent, due, it is said, to low stocks, though it is thought by some the prune trust has something to do with recent advances. Prunes at prohibitive prices are dead stock, and it looks as though they are going that way.

Apples, evaporated, new, per lb.	0 09	0 09½
Apricots—	Per lb.	
Extra choice	....	0 18½
Choice	....	0 18
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 06¾
Washed	....	0 07½
1 lb. package	....	0 07¾
2 lb. package	....	0 15¾
Dates—		
Hallowi, loose, per lb.	....	0 06½
Hallowi, 1 lb. pkgs.	....	0 07
Figs, Cooking—		
Choice, bags	....	0 05⅜
Nectarines	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 07½
Choice, 25-lb. boxes	....	0 07¾
Extra choice, 25-lb. boxes	....	0 08¾
Prunes, in 25-lb. boxes—		
90 to 100	....	0 07½
80 to 90	....	0 07¾
70 to 80	....	0 08½
60 to 70	....	0 09¼
50 to 60	....	0 10½
40 to 50	....	0 13
Raisins, Valencias—		
Valencia selects, 28's	....	1 83
Valencia selects 14's	....	0 94
Valencia layers, 28's	....	1 90
Valencia layers, 14's	....	0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 08	0 12½
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 08
3 crown, loose, 25s	....	0 08¼
Choice seeded, lb.	....	0 09¾
Extra fancy seeded, lb.	....	0 10

TEAS AND COFFEES.—The coffee market is in a very unsettled condition, and there was a decline and reaction during the week, leaving prices steady.

Coffee—	Per lb.
Rio, No. 5, green	0 13½
Rio, roasted	0 17
Santos, green, No. 4	0 14¼

course, some orders being received for immediate delivery, but these are small and only sufficient to fill the requirements until that date. Tapioca does not show much change, and, as stated a few weeks ago, is not making much headway, the same steady but small demand always passing.

	Per cwt.
Rangoon Rice—	
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12½ lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 29
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	**Per cwt.**
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	**Per lb.**
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¾ 0 05½
Quarter bags, 56 lbs.	0 05⅞ 0 05⅞
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

MOLASSES AND SYRUPS.—There is a weak feeling in this market, and, in spite of reduction of one week ago, trade seems to look for still cheaper prices in the future. Demand, however, is good for this season of the year, which is a good one, and the amount of business passing at present time, although not made up of many orders, is quite satisfactory as regards bulk.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.38	.36	.33
Barrels	.41	.38	.36
Half barrels	.43	.40	.38

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.		0 04
Pails, 38½ lbs., 1.85; 25 lbs.		1 35
Cases, 2 lb. tins, 2 doz. in case		2 50
Cases, 5 lb. tins, 1 doz. in case		2 85
Cases, 10 lb. tins, ½ doz. in case		2 75
Cases, 20 lbs. tins, ¼ doz. in case		2 70
Maple Syrups—		
Pure, per 8½ lb. tin		0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.		1 00
Maple sugar, pure, per lb.	0 10	0 11

NUTS.—The market is still quite firm in all lines, due to the scarcity of stocks. This same condition is the feature of the primary market, and there will not be any relief until the new stock is received.

Lenten season has offset the demand somewhat, as the same quantity is not moving as was a few weeks ago. Prices, however, are unchanged.

Shelled walnuts, per lb.	0 38	0 40
Shelled almonds, 28-lb. boxes, per lb.	0 45	0 46
Finest filberts	....	0 13
Pecan	....	0 18
Almonds	....	0 19
Walnuts	....	0 18
Brazils	....	0 24
Peanuts	....	0 13
Peanuts (G)	....	0 09

DRIED VEGETABLES.—There is still a good demand for all lines, and, as stocks are quite ample to fill all requirements, there is not much change looked for. Prices have not changed from one week ago, and are not likely to. The present demand, which is good, is expected to keep up until after Lenten season.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08½
Peas, per bushel	2 25	2 40
Peas, imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

ONTARIO MARKETS.

Toronto, March 19.—Trade conditions at present are on the whole satisfactory and complaints about collections are not often heard. Sugar which has been in an unsettled state for some time has declined 10 cents more per cwt. It is lower now than it has been for years. Tea remains firm but it was stated by one dealer on Street that while raising the price of package teas had been seriously considered a few weeks ago it was now improbable that such a move would be made at present.

A Bill is now before the House of Commons to prohibit the manufacture of matches made with white phosphorus. It is felt by some that there is a strong possibility of this becoming law, although many think it would not come into force for a considerable time in order that manufacturers might clear themselves.

SUGAR.—This market which has been in an uncertain condition since the beginning of the year has seen a further decline of 10 cents per cwt. While everybody knew the raw markets to be weak there were not a great many who expected a decline, although buying has lately been pretty much on a hand to mouth basis. One Ontario wholesaler is known who bought over $20,000 worth of sugar believing the price to have hit bottom and there are reports of others who laid in large stocks for some reason; many retailers were induced to buy heavily as well. At present, trade seems to be pretty well scared as there has been a noticeable falling off in inquiries. While any statements as to future are largely of the nature of conjecture, there are very many who think that it is wise to buy no more than is necessary at present as they believe cheaper sugar still is a possibility. Future largely depends on the Cuban crop, as our markets here are more or less influenced by those across the line. There is said to be some price-cutting going on in New York. On March 12th the visible supply of Europe and America showed an increase of 249,048 tons over same time last year.

The Canada Sugar Refinery have put on the market, ten-pound cotton sacks of granulated sugar in addition to their other packages.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.	
100 lb. bags	4 21
20 lb. bags	4 31
2 and 5 lb. cartons	4 51
Second grade granulated, 100-lb. bags	4 11
Nova Scotia refined, 100-lb. bags	4 11
Western Ontario refined, 100-lb. bags	4 11
Extra Ground Sugars—	
Barrels	4 61
50 lb. boxes	4 81
25 lb. boxes	5 01
Powdered Sugars—	
Barrels	4 41
50 lb. boxes	4 61
25 lb. boxes	4 81
Crystal Diamonds—	
Barrels	4 96
100 lb. boxes	4 96
50 lb. boxes	5 06
Paris Lumps—	
100 lb. boxes	4 96
50 lb. boxes	5 06
25 lb. boxes	5 26
Cartons (20 to case)	7 11
Cartons (50 to case)	7 11
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 1	3 81

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—Prunes pretty well keep the centre of stage in this market. Advances have been made on New York and Chicago markets and while quotations here are unchanged, prices are liable to go up at any time. In fact, now some wholesalers are almost bare of stocks. Now is time of heavy consumption and those holding stocks of prunes may consider themselves lucky. Peaches on present basis are as cheap as any dried fruit going. A comparison of their price with those of other lines is worth while making.

Apples, evaporated, new, per lb.	....	0 10
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 16½	0 17
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	....	0 13
Orange	....	0 13
Citron	0 17	0 19
Currants—		
Filiatras, per lb.	0 06	0 06¾
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 06½	0 08
Hallowees	0 05¾	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11½
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13½
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	....	0 05½
Prunes—		
30-40s, Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12½	0 14
50-60s, 25 lb. boxes	....	0 11½
60-70s, 50 lb. boxes	0 10½	0 11
70-80s, 50 lb. boxes	....	0 09½
80-90s, 50 lb. boxes	....	0 08½
90-100s, 50 lb. boxes	....	0 07½
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08
Choice, 50-lb. boxes	....	0 08½
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 06	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06½	0 07½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08½

SYRUPS and MOLASSES.—Business is good on whole as Lent generally increases demand considerably. Prices are no firmer, however. At present there is considerable speculation as to how new crop of maple syrup will be. Some believe that weather in Ontario is very favorable but there are others who set over against this the fact that many sugar bushes were almost destroyed in the great windstorms last year in March and November. Reports are that Quebec output will be good, however.

	Per case.	
Syrups—		
2 lb. tins, 2 doz. in case	....	2 50
5 lb. tins, 1 doz. in case	....	2 85
10 lb. tins, ½ doz. in case	....	2 75
20 lb. tins, ¼ doz. in case	....	2 70
Barrels, per lb.	....	0 03½
Half barrels, lb.	....	0 03¾
Quarter barrels, lb.	....	0 04
Pails, 38½ lbs. each	....	1 85
Pails, 25 lbs. each	....	1 35
Molasses, per gallon—		
New Orleans, barrels	0 26	0 28
New Orleans, half-barrels	0 26	0 28
West Indies, barrels	....	0 26
West Indies, half barrels	....	0 28
Barbadoes, fancy, barrels	0 45	0 47
Barbadoes, fancy, half barrels	0 47	0 50

Santos, roasted	....	0 22
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 15	0 25
India and Ceylon, choice	0 22	0 32
Japans, choice	0 21	0 30

RICE AND TAPIOCA.—There is nothing to announce in these lines, but some higher prices are anticipated.

Rice—		
No. 1 Japan, per lb.	....	0 05⅞
No. 2 Japan, per lb.	....	0 05
Siam, per lb.	....	0 04¼
Patna, per lb.	0 05½	0 06⅛
Carolina, per lb.	....	0 08
Sago, pearl, per lb.	....	0 04
Tapioca, pearl, per lb.	....	0 04½

SPICES.—

	5 and 10 lb. tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	...—2 75
Nutmegs	25—30	90—1 00	1 60—2 50
Peppers, black	20—22	67—0 75	80—0 90
Peppers, white	30—31	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	18—20	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 45	0 50
Shredded cocoanut, in pails	0 18	0 20

BEANS.—Business in beans should improve as soon as contractors secure supplies for outfits.

Beans—		
Austrian, hand picked	....	2 35
3 lb. picker	....	2 15
Peas—		
Split peas, sack, 98 lbs.	....	3 40
Whole peas, bushel	....	2 15
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 60

NUTS.—

	Per lb.	
In shell—		
Almonds, Tarragona	....	0 17½
Filberts, Sicily	....	0 13¾
Peanuts, Jumbos, roasted	0 11½	0 13¾
Peanuts, choice, roasted	....	0 11
Pecans	....	0 20½
Walnuts, Grenoble	....	0 17
Walnuts, Marbot	....	0 14
Shelled—		
Almonds	....	0 42
Walnuts	....	0 37

SASKATCHEWAN MARKETS.

By Wire.

Regina, Mar. 19.—On March 12 sugar declined ten cents per 100 pounds. Onions are still advancing, price is now from $6.50 to $6.75. Rice has declined one-quarter cent. A slight advance is reported in salt. Tomatoes are being sold at slightly lower figure than previously quoted and are now $2.50. Lemons are up to $5.25. Creamery butter is lower by two cents per pound and eggs have dropped seven cents. Prunes have advanced slightly.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 20c; No. 2	....	0 15
Cheese, per lb.	0 16⅞	0 17
Eggs, fresh, per doz.	....	0 28
Lard, 3's, per case	....	8 15
Lard, 5's, per case	....	8 05
Lard, 10's, per case	....	7 90
Lard, 20's, each	....	2 75
Dried Fruits—		
Apricots, choice	....	0 17⅝
Currants, gulf cleaned	....	0 06¼
Figs, natural 6's	....	0 06¾
Evaporated apples, per lb.	....	0 09½
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09½
Prunes, 70-80, 25s	....	0 09
Raisins, muscatels, 50s	....	0 07¾
Raisins, muscatels, 25s	....	0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 08¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	5 25
Lemons, California	....	4 75
Oranges, navel	2 75	3 25
Onions, Val.	6 50	6 75
Tomatoes, Cal., case	....	2 50
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts	....	0 14½
Walnuts	....	0 19
General—		
Potatoes, per bushel	....	0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel	....	2 85
Coffee, whole, roasted, Rio	....	0 17
Rice, per cwt.	....	4 00
Sugar, standard, gran., per wt.	....	5 07
Sugar, yellow, per cwt.	....	4 67
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.	....	3 82
Corn, standard, per 2 dozen	....	2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches	....	2 91
Strawberries and raspberries	....	4 20
Tomatoes, standard, per dozen	....	2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 60
Sockeye, ½s	....	9 80
Red springs, 1s	....	6 70
Cohoes, 1's, $5.50; hump back 1's	....	3 60

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Mar. 19.—There is little activity in the markets. Business is, however, good. Provision stocks are strong with no further changes except American pork, which is $25.00 to $27.00. All grades of sugar except United Empire are down 10 cents. First shipments of fancy Barbadoes Molasses are arriving and price declined to 28 and 29 cents; expected to be still easier. Maple products are offering well. Seed orders are encouraging. Dairy products about same. Eggs and butter are coming better, but there is no drop in price yet.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	25 00	27 00
Pork, domestic, per bbl.	....	29 50
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 30	0 31
Cheese, per lb.	0 16	0 16½
Eggs, in case, 37 to 40c; hennery	....	0 45
Lard, compound, per lb.	0 11¾	0 12
Lard, pure, per lb.	0 14¾	0 15
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 65
Flour, Manitoba, per bbl.	....	6 45
Flour, Ontario, per bbl.	....	5 85
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	....	1 70
Sugar—		
Standard granulated	4 30	4 40
United Empire	4 20	4 30
Bright yellow	4 10	4 20
No. 1 yellow	3 80	3 90
Paris lumps	5 25	5 50
Molasses, Barbadoes, fancy	0 28	0 29
Valencia onions, in crates	4 75	5 00
Currants, 1s, per lb.	0 08	0 08¼
Raisins, California, seeded	0 10	0 10½
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 25	2 35
Yellow eye	3 50	3 60
Canned Salmon—	Per 4 doz. case	
Pinks	4 00	4 25
Cohoes	6 00	6 25
Red Spring	7 35	9 00

CANNED GOODS.

Salmon—		
Fraser River Sockeyes—		
1 lb. talls, dozen	2 25	2 30
1 lb. flats, dozen	2 25	2 45
½ lb. flats, dozen	1 35	1 45
Northern River Sockeyes, dozen, 1's	....	2 10
Red Springs, dozen	1 85	1 90
Cohoes, dozen	1 45	1 50
Pinks, dozen	0 95	1 00
Sardines—		
Domestic, quarters, case	3 50	3 75
French, quarters, case	13 50	15 00
Norwegian, quarters, case	10 00	11 00
Portugese	8 00	12 00

FRUITS.

Apples—Ontario and Quebec—Group A.	Per doz.
3's, Standard	1 07½
3's Preserved	1 50
Gals., Standard	3 02½
Gals., Preserved	4 05
Blueberries—	
2's (Huckleberries) standard	1 50
2's (Huckleberries) preserved	1 80
Gals. (Huckleberries) standard	6 55
2's Black Cherries, pitted H.S.	1 95
2's Black Cherries, not pitted H.S.	1 55
2's Red, Ptd, Cherries, H.S.	1 95
2's Not Ptd., Red Cherries, H.S.	1 55
Gals., Ptd., Cherries	8 55
Gals., Not Ptd., Cherries	8 05
2's Cherries, White, Not Ptd., H.S.	1 55
2's Cherries, White Ptd., H.S.	1 95
2's Black Currants, H.S.	1 95
2's Preserved, Black Currants	2 30
Gals. Black Currants, standard	5 30
Gals. Black Currants, solid pack	8 30
2's Red Currants, H.S.	1 95
2's Red Preserved Currants	2 30
Gal. Red Currants, standard	5 30
Gals. Red Currants, solid pack	8 30
2's Gooseberries, H.S.	1 80
2's Gooseberries, Preserved	7 05
Gals. Gooseberries, standard	7 05
Gals. Gooseberries, solid pack	8 80
Grapes—	
2's, white, Niagara, preserved	1 40
Gals., white, Niagara ,standard	3 30
2's Pineapple, sliced, H.S. White Bahama	1 95
2's Pineapple, grated, H.S. White Bahama	1 50
2's Pineapple, whole, H.S. White Bahama	1 95
3's Pineapple, whole, H.S. White Bahama	2 50
2's Pineapple, sliced	2 02½
Peaches—	
2's white, heavy syrup	1 30
2½'s white, heavy syrup	1 80
3's white, heavy syrup	1 90
1½'s yellow, flats, heavy syrup	1 12½
2's yellow, heavy syrup	1 42½
2½'s yellow, heavy syrup	1 80
3's yellow, heavy syrup	1 90
3's yellow, whole, heavy syrup	1 55
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Pie fruits, assorted, gals. (add 5 per cent.)	....
Pears—	
2's Bartlett, heavy syrup	1 55
2½'s Bartlett, heavy syrup	1 80
3's Bartlett, heavy syrup	2 05
2's Flemish beauty, heavy syrup	1 50
2½'s Flemish beauty, heavy syrup	1 75
3's Flemish beauty, heavy syrup	2 00
2's Keiffers, heavy syrup	1 30
2½'s Keiffers, heavy syrup	1 55
3's Keiffers, heavy syrup	1 80
2's light syrup globe	1 12½
3's light syrup, globe	1 40
3's pie, not peeled	1 00
3's pie, peeled	1 30
Gals., pie, not peeled	2 77½
Gals., pie, peeled	4 02½
Plums—	
2's Damson, light syrup	92½
3's, Damson, light syrup	1 30
2's Damson, heavy syrup	1 00
3's Damson, heavy syrup	1 40
Gals., Damson, standard	2 80
2's egg, heavy syrup	1 10
2½'s, egg, heavy syrup	1 40
3's egg, heavy syrup	1 60
2's, green gage, light syrup	1 02½
2's green gage, heavy syrup	1 10
3's green gage, light syrup	1 40
3's, green gage, heavy syrup	1 50
Gals., green gage, standard	3 05
2's, Lombard, light syrup	92½
2½'s, Lombard, light syrup	1 10
2's, Lombard, heavy syrup	1 00
2½'s, Lombard, heavy syrup	1 30
3's, Lombard, heavy syrup	1 40
Gals., Lombard, standard	2 80
2's Rhubarb, preserved	1 55
3's Rhubarb, preserved	2 30
Gals. Rhubarb, standard	3 55
2's Strawberries, H.S.	2 17½
2's Strawberries, preserved	2 32½
Gals. Strawberries, standard	7 55
Gals. Strawberries, solid pack	9 80
Lawtonberries—	
2's Blackberries H.S.	1 85
2's preserved	2 15
Raspberries—	
Gals. standard	7 05
2's black, H.S.	1 85
2's black, preserved	2 15
Gals., black, standard	7 05
Gals., black, solid pack	9 30
2's red, H.S.	1 85
2's red, preserved	2 15
Gals., red, standard	7 30
Gals., red, solid pack	9 30

Group B, 2½ cents less per dozen.

The Grocers' Association of London, Ont., are not going to wait for the Garnishee Act to pass to help them collect their bad debts, but have adopted a system that they expect will protect them, so that no dead-beat can run from store to store, as they now do, and get credit. They must be in good standing with the other grocers before they can open an account with any member of the association.

FLOUR and CEREALS

Winter Wheat Crops In U.S. Said to Be Doing Well

Flour Holds Firm — Strong Feeling in Cereal Markets—Wheat and Oat Products Inclined to Stiffness.

MONTREAL.

FLOUR.—There is still a firm feeling in this market, and the amount of business which is passing at present is quite satisfactory to the trade. There is very little export business going on at present except that which was contracted for earlier in the season. The domestic demand is about as much as the millers can handle at present, or perhaps it is because foreign buyers are not quoting satisfactorily. However, the fact remains that the market is very firm at present figures.

	Small lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	5 60
Second patents	5 10
Strong bakers'	4 90

Flour in cotton sacks, 10 cents per barrel more.

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—There is nothing to report in this market at present, as both the demand and prices are unchanged from one week ago. There does not seem to be any immediate change looked for.

Cornmeal— Per 98-lb. sack	
Kiln dried	2 10
Softer grades	1 95
Rolled Oats— 90's in jute	
Small lots	2 22½
25 bags or more	2 12½

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled wheat— 100-lb. bbls.	
Small lots	2 85
Hominy, per 96-lb. sack	2 40 2 75

MILL FEEDS.—The market is quite firm at the present figures; in fact, millers say that they could easily get from $1 to $2 per ton more for all lines. This does not seem likely for the present at least, although there is said to be a scarcity of stocks now. The demand started in much earlier than usual this year, and it has upset the usual run of the market, which never starts in to get real busy until about the 1st of March. However, this year the demand started about the end of January; therefore, conditions have become rather delicate a little earlier than usual.

Mill Feeds—	Car lots, per ton
Bran	23 00
Shorts	25 00
Middlings	28 00
Wheat moulee	28 00
Feed flour	33 00
Crushed oats, ton	29 00
Oat chop, ton	29 00
Mixed chop, ton	29 00
Barley chop, ton	29 00

TORONTO.

FLOUR.—Conditions are much same as last week, and present prices are quite steady. Domestic demand is fairly good, but only occasionally is any export business done, as inquiries are generally away out of line. Wheat market from now on will be subject to speculative influence. Latest reports of winter wheat in United States say that conditions there are first-class. It must be remembered as regards the prices quoted below that space does not permit of a range being given. It is possible to buy flour from some mills at slightly lower prices.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 70	5 50
Second patent	5 20	5 00
Strong bakers	5 00	4 80

Flour in cotton sacks, 10c per bbl. more.

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	5 55	4 95
90 per cent.	5 05	4 55
Straight roller	4 95	3 75
Blended flour	4 80	4 85

CEREALS.—There is firmness in all wheat or oat products in sympathy with strength of grain markets. Amount of business passing is very good. Lent should stimulate demand for oatmeal, as many people use this food instead of meat during season of fasting. Graham flour is up to $2.70. All other prices are firm.

Peas, Canadian, boiling, bush.	2 00	2 25
Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	2 75	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	2 50
Cornmeal, yellow, 98 lbs.	2 05	2 25
Graham flour, 98 lbs.	....	2 70
Hominy, granulated, 98 lbs.	2 40	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 41	2 51
Oatmeal, granulated, 98 lbs.	2 41	2 51
Peas, split, 98 lbs.	3 25	3 65
Rolled oats, 90-lb. bags	2 15	2 30
Rolled wheat, 100-lb. bbl.	3 00	3 25
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	3 10
Whole wheat flour, 98 lbs.	....	2 55

MILL FEEDS.—There is nothing new in this market this week. Demand keeps up well, taking all that millers turn out, and prices are quite firm.

Mill Feeds—	Car lots, per ton.
Bran	23 00
Shorts	25 00
Middlings	27 00 28 00
Wheat moulee	27 00 28 00
Feed flour, per bag	1 55 1 60

WINNIPEG.

FLOUR AND CEREALS.—Domestic demand for flour is fair. Export business very quiet. Stocks are light for the time of the year, and an advance in wheat would likely act quickly on flour prices.

	Per bbl.
Manitoba Wheat Flour—	
First patents	5 30
Second patents	4 70
Strong bakers'	3 90 4 00
Rolled oats, per 80 lbs.	1 75 1 80
Oatmeal, fine, standard and gran'd, 98 lbs.	2 25

Association News

ONTARIO R. G. A. CONVENTION.

Preparations are under way for the second annual convention of the Ontario Retail Grocers' Association to be held on Tuesday and Wednesday, April 14 and 15 in Toronto. It is quite likely that in next week's issue the officials will be in a position to announce the place of meeting, railway arrangements, etc. One thing is certain, there will be a Question Box discussion as last year. Members are requested to hand in any questions and resolutions they would like to have discussed.

TORONTO GROCERS' BANQUET.

The Toronto Retail Grocers' Association will hold its annual banquet on Wednesday evening, March 25, in the Walker House Annex (Grand Union Hotel) on Front Street. The committee in charge of the arrangements reported at the regular meeting on Monday night that one of the features would be an address by T. Purkis, of the J. J. Gibbons Advertising Agency. On the musical and entertainment part of the programme will be found some conspicuous Toronto artists, including Jules Brazil. Euchre tables will be in readiness for those who arrive early. The association is anxious to have as many members of the trade present as possible. Further information may be secured from Fred C. Thorne, secretary, Nassau Street.

Among other business transacted, a grant of $100 was advanced to the Ontario Retail Grocers' Association, which holds its annual meeting in Toronto on April 14 and 15.

President Neil Carmichael occupied the chair.

A. G. May recently opened a grocery store at the corner of Cumberland and Burris streets, Hamilton, Ont. This is in a restricted area but Mr. and Mrs. May, before opening the store secured so many signatures from people residing in this district to a petition, that the council gave them a permit. This petition, they found, worked a great deal to their advantage, because it placed their name before every resident in this district and assured them a certain amount of trade as soon as the doors were thrown open for business.

FRUIT & VEGETABLES

Many Canadian Vegetables Scarce; Florida Crops Likely Small

Frost in Many Sections Has Done Great Damage —Apples Very Stiff — Some Shipments of Potatoes Said to be Going West.

MONTREAL.

GREEN FRUITS.—The market this week is in possession of a much firmer tone, although the prices do not indicate any change in the actual conditions. There is a feeling though that we might experience higher prices in the near future as the quality of fruit which is being received at the present time is much better than that which we have been receiving.

There have been a couple of changes since one week ago. Lemons have taken a drop of 50 cents both in fancy and extra fancy. This followed an advance of twenty-five cents which was made last week. In the apple lines Baldwin's No. 1's have advanced 50c. from last week, while in the orange market market there has been an advance of 15 cents in Mexicans. Apart from these changes the market remains unchanged.

Apples—		
Spies, No. 1s, very fine, bbl.	....	7 00
Baldwins, No. 1s	....	6 50
Baldwins, No. 2s	....	5 00
Russetts, No. 1s	....	6 00
Russetts, No. 2s	....	5 00
Ben Davis, No. 1s	....	5 50
Ben Davis, No. 2s	....	5 00
Bananas, crate	2 00	2 50
Cape Cod cranberries, bbl.	....	16 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 00
Lemons—		
Extra fancy, 300 size	....	3 50
Fancy, 300 size	....	3 00
Oranges—		
Floridas, 150-176-200	....	3 50
Mexicans, 126-150, $2.00; 176-200-216-250.	....	2 40
California navels, 126-150-176-200-216-250	....	3 00
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 50
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES.—There is little to report in this market as the conditions, as reported last week, are unchanged. There is a very firm feeling in Canadian vegetables, as stocks are none too heavy and as the demand has not fallen off to any extent there is not too great a supply. Potatoes are still holding their figures of last week and the market is said to be firm at that price.

Florida tomatoes are quoted this week at $4.50 to $5.50. Radishes have declined 10 cents while cauliflower is ranging from $5.50 to $6.50 per crate of two dozen, according to quality. All other prices remain unchanged.

Beans, wax, crate, Florida	6 50	7 00
Beans, string, crate, Florida	6 50	7 00
Beets, bag	....	1 25
Brussels sprouts, quart	0 28	0 30
Cabbage, bbl.	2 75	3 00
Cabbage, per dozen	....	1 25
Carrots, bag	....	1 50
Cauliflower, crate 2 doz.	....	5 50
California celery, crate, $6.50-$7.50; Florida, crate	3 00	3 25
Cucumbers, Boston, dozen	....	2 00
Egg plant, crate, 2 dozen	....	5 00
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	2 25
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	....	5 50
Spanish, half case	3 00	3 25
Red Danvers, 100-lb. bag	....	5 00
Shalottes, per dozen bunches	....	0 50
Parsnips, bag	....	1 50
Parsley, American, per doz., bunches	....	0 75
Parsley, Canadian, per doz. bunches	....	0 35
Peppers, green, 3½ qt. basket	....	0 75
Potatoes—		
Green Mountains and Quebecs, bag	1 00	1 10
Potatoes, sweet, Jersey, hpr	....	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, Florida, per lb.	4 50	5 50
Spinach, C.H., box	....	1 25
Spinach, C.H., barrel	....	3 75
Young onions	....	0 30
Radishes, per doz. bunches	....	0 40

TORONTO.

GREEN FRUITS.—At beginning of week there was firmer tone in market, as warmer weather had increased facilities for importation and distribution. Apples continue very firm, and finest grades command the higher prices. There is great difference in quality, however. Some dealers are quoting lemons at easier prices, but primary markets are said to be firm, and easiness is probably only temporary, as many of those in touch with countries of origin predict higher prices.

Apples—		
Spies, hand-picked, barrel	5 00	6 00
Other varieties, winter apples, No. 1s	4 50	5 25
Other varieties, winter apples, No. 2s	3 50	4 00
Local, bbl.	2 00	4 00
IMPORTED.		
Apples, Jonathans, case, fancy, extra	2 50	3 00
Spitzenbergs, per box	2 75	3 00
Roman Beauties, box	2 75	3 00
Bananas, per bunch	1 25	1 75
Cranberries, long keepers, box, $3.75; bbl.	12 00	13 00
Grapefruit, Florida, case	4 00	5 00
Grapefruit, Cuban, case	3 50	4 00
Grapes, Malaga	6 50	7 50
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels	2 75	3 25
Floridas, best grades	....	3 90
Messinas	....	3 00
Sevilles	....	3 00
Lemons, Messina, 300's, new	2 75	3 50
Pineapples, Floridas	4 00	5 00
Pineapples, Cuba, case	....	4 00
Strawberries, per quart	0 35	0 50

VEGETABLES.—Conditions of vegetable market are pretty much same as those of green fruits. California celery and cauliflower are scarcer and firmer. Florida celery is now on market at $3 to $3.50 per case. It is not expected that supplies of this vegetable will be plentiful this year owing to frosts which recently visited wide sections of the producing country. Florida tomatoes are quoted slightly higher, no doubt owing partly to same cause and partly to better quality being received. Potatoes at the moment tend to be easier, and, while some dealers quote $1.15 as price for Delawares, average quotations are $1.10. One firm states that they are shipping potatoes to the West. If much of this is done it will absorb any surplus caused by United States embargo. California asparagus is now procurable at 85 cents per large bunch.

Asparagus, Cal., large bunch	....	0 85
Beets, Canadian, per bag	1 25	1 75
Brussels sprouts, quart	0 25	0 30
Cabbage, Ont., bbl.	2 50	2 75
Cabbage, new, Southern	2 75	3 00
Carrots, Canadian, bag	1 35	1 75
Cauliflower, Cal., per crate 1 doz.	1 50	2 00
California celery, case	4 50	5 50
Florida, celery, case	3 00	3 50
Egg plants, apiece	0 25	0 40
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, crate	4 50	5 00
Large cooking, bag 100 lbs.	4 50	5 00
Green, doz., Canadian, 25-30c; U.S.	0 40	0 50
Parsnips	1 25	1 75
Potatoes, New Brunswick, per bag	1 05	1 15
Potatoes, Ontario	0 90	1 00
Sweet potatoes, kiln dried, hamper	1 35	1 40
Parsley, U.S., per doz. bunches	....	0 75
Rhubarb, per dozen	0 90	1 00
Tomatoes, hothouse, lb.	....	0 40
Tomatoes, Florida, per case	4 50	5 00
Turnips, bag	0 30	0 50

WINNIPEG.

GREEN FRUITS.—Business in green fruits is about up to the average for this time of the year. Navel oranges have advanced 25 cents per case. Apples are scarce and dear. Other lines steady. Early strawberries are now on sale in the more fashionable stores.

Apples—		
Baldwins, No. 1's	....	6 50
Baldwins, No. 2's	....	5 75
Spies, No. 1	....	7 50
Spies, No. 2	....	6 50
Miscellaneous, No. 3	4 00	4 50
Washington Rome Beauties, ex. fancy	....	2 75
Wine saps, Spitz, ex. fancy	....	3 00
Bananas	2 50	3 00
Almeria grapes—		
Extra fancy, heavyweights	....	7 50
Grapefruit, 54-64-80 size, case	....	5 50
Lemons—		
California	4 50	5 00
Messina	....	4 00
Oranges—		
California navels	3 15	3 50
Marmalade, 200 size, box	....	3 50
Pears—		
California Nellis, box	....	3 50
California Nellis, half box	....	2 00
Pineapples, per case	....	6 00
Strawberries, Florida, per quart	0 50	0 60

VEGETABLES.—Potatoes have advanced 5 cents per bushel, and are likely to go higher, although much will depend on how pitted stocks come out. It is feared that there will be considerable loss from potatoes injured by frost before storing. Florida tomatoes are down $1.50 per case.

Beets, per cwt.	....	2 25
Brussels sprouts, lb.	....	0 20
Cabbage, Texas, per ton	60 00	70 00
Carrots, per cwt.	....	2 50
Cauliflower, crate, 2 doz.	....	3 50
California celery, crate	....	7 00
Cucumbers, extra fancy, hothouse, doz.	....	3 00
Lettuce, dozen	....	0 90
Onions—		
Valencias, per crate	....	4 75
Imported, sacked, per cwt.	....	5 50
Parsnips, per cwt.	....	2 50
Parsley, per doz. bunches	....	0 60
Potatoes	....	0 85
Potatoes, car lots	....	0 80
Potatoes, sweet, per hamper	....	2 25
Tomatoes, Florida, per case 6 bkts.	....	6 00

Morrow & Co., Toronto and Montreal, have secured the agency of the American Chemical Company of Cincinnati, Ohio, manufacturers of sal soda.

FISH AND OYSTERS

Fresh Fish Scarce in East; Lobsters Practically Unobtainable

Halibut and Salmon Plentiful on Quebec Market —Cheap Fish and Dear Fresh Meat Has Made Business Good for Dealers This Season.

MONTREAL.

FISH.—The trade is relatively quiet and stocks, as a rule, are low. The return of mild weather will, undoubtedly, create new activities in the fresh fish business although up to present the supplies have been quite short of expectations. A few small lots of fresh haddock have arrived here but have sold at from 7 to 8 cents per pound and the outlook for the few days to come is not promising.

Dealers here seem to be advising the trade to push the sales of frozen halibut and salmon. At the price at which this fish is selling to-day, it is certainly a most reasonable food product. The latest advices from the coast are to the effect that more fish is left there unsold than was generally supposed by the trade here and though the prices have touched a low level, it would not surprise anyone in the trade to see them go still lower. As nearly all other kinds of frozen fish are practically out of the market, it may be that the turnover of frozen halibut and salmon will be such as to keep up present prices.

A few river and lake fish are expected to show up this week but no quantities are expected for some time.

In the pickled and salt lines, everything is exhausted except Labrador salmon and sea trout. A good quantity of boneless fish is yet available. The same would apply to bloaters and kippers, while haddies are practically sold out. The scarcity in general has started a greater demand for canned fish.

At the present time, the best buy on the market is either halibut or salmon as stocks are quite heavy and prices down 50 to 75% from last year. There are also heavy stocks on the coast and conditions generally make up an easy market. There is also a possibility of cheaper prices.

TORONTO.

FISH AND OYSTERS.—Market keeps pretty lively but opinion is held that if mild weather continues, business will be slacker as many retailers, especially of the smaller stores, are averse to buying any quantity of fish in case of it spoiling on their hands. Latterly this has been a good year for fish trade as supplies were plentiful and prices low, while fresh meat was high, thus consumption was much stimulated. Stocks of pickled and dried fish are not overly large and prices are firm.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .8-.9	$ .10
Haddies, 15-lb. and 30-lb. boxes, lb.	.10	.10
Haddies, fillets, per lb.	.13	.12
Haddies, Niobe boneless, per lb.	.10	.10
St. John's bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.10	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.10	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40	....	1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut	....	.20

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	.12
Salmon—Gaspe, medium and small, per lb.	.14-.15	.12
Salmon, red—steel heads, per lb.	.12-.13	.12-.14
Salmon, red—sockeyes, per lb.	.10-.11	.07-.11
Salmon, red—Cohoes or silvers, per lb.	.08½-.09	.07-.11
Salmon, pale qualla, dressed, per lb.	.07-.07½	.06½-.09
Halibut, white western, large and medium, per lb.	.08-.08½	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb., per 100 count	....	2.50
Herrings, large, 85 lb. per 100 count	....	2.75
Haddock, medium and large, per lb.	.06-.07	.05
Market codfish, per lb.	.05½-.06	.05
Steak codfish, per lb.	.06½-.07	.09
Pollock, per lb.	.04½-.05	.04½
Tommy cods, per bbl.	2.00	....
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.10-.11	....
Sea trout, per lb.	.10-.11	.07½
Shad	.10	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tulibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Pike, round	.05½-.06	....
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.09-.09	....
Carp	.12	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	6.25	6.50
Herrings, Labrador, half bbls.	3.50	3.50
Herrings, Nova Scotia, bbls.	6.00	....
Herrings, Nova Scotia, half bbls.	3.25	....
Lake trout, half bbls.	....	8.00
Quebec sardines, bbls.	6.00	....
Quebec sardines, half bbls.	3.50	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.10	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	1.25
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs	.75	.75
Holland herrings, mixed half bbls.	6.00	....
Scotch herrings, mixed kegs	.65	.65

SALT FISH.

No. 1 green cod, large, bbls.	11.00	....
No. 1 green cod, medium, bbl.	10.00	....
No. 1 green cod, small, bbl.	8.50	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.08	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	7.50
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	.10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	5.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.40	.50
Boiled lobsters, medium and large, per lb.	.42	....

HALIFAX, N.S.

FISH.—The past week has been an extremely bad ones for local fish dealers. There was a heavy decrease in receipts of fresh fish, and cold storage stocks had to be drawn upon. Thousands of pounds of fish were brought here from storage plants along coast.

Sales of canned salmon and sardines are fully up to average for the Lenten season. The market is still bare of lobsters.

WINNIPEG.

FISH AND POULTRY.—There is a satisfactory demand for fish, the only change in prices being a reduction on the price of halibut, now 8c per lb. Poultry is not in much demand, and is mostly stuff from the East or South.

Fish—		
Fresh whitefish, per lb.	....	0 06½
Halibut	....	0 08
Salmon	....	0 10
Smelts	....	0 10
Herring	....	0 06
Lake trout	....	0 12½
Cod fish	....	0 10
Cured Fish—		
Smoked goldeyes, per doz.	....	0 50
Finnan haddies	....	0 06
Holland herring, keg	....	0 69
Labrador herring, ½ bbl.	....	4 25
Oysters—		
Per gallon	....	2 75
Large tins, 4 1-5 gals.	....	10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens	....	0 12
Turkeys	....	0 15
Ducks	....	0 12
Geese	....	0 12
Poultry, Dressed, Fancy No. 1—		
Fowl	....	0 17
Chickens	....	0 21
Turkeys	....	0 26
Ducks	....	0 22

PRODUCE & PROVISIONS

Shipments of Chinese Eggs Received at Montreal

Eggs Easier in Price and Further Declines Expected—Cheese Maintains Strong Tone in Consequence of Low Stocks and Heavy Demand —Butter is Firm.

MONTREAL.

PROVISIONS. — The tone of the market this week is unchanged from previous weeks and the volume of business which is passing at the present time is rather small, although quite seasonable. During the Lenten season this market is always more or less dull and most lines do nothing more than move. The market for lard is also easy at present and the prices quoted below are anything but steady with only a small amount of business doing. Hogs continue quite firm and are quoted at the same figure of one week ago.

Hams—	**Per lb.**	
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Light, per lb.	....	0 19
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 50
Clear pork	....	27 00
Lard, Pure—	**Per lb.**	
Tierces, 375 lbs. net	....	0 14¼
Tubs, 50 lbs. net	....	0 14½
Boxes, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. net	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14¾
Cases, 10-lb. tins, 60 in case	....	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 15¼
Bricks, 1 lb. each	....	0 15¾
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—	**Per cwt.**	
Dressed, abattoir killed	13 75	14 00
Dressed, country	13 00	13 25

BUTTER.—The market this week is still possessing the firm feeling which has been the outstanding feature for the past few weeks. Stocks on hand are considered to be fairly good and as there have been a few lots of the new make received this week there is a better feeling in this respect.

There has been considerable speculation going on this week as to the outcome of this season's supply. Some of the local men are of the opinion that there will be a quantity of Canadian butter shipped to England. Others claim that they would not be at all surprised to see us import butter from the United States, while there were others who claimed that it would be rather difficult to forecast anything at present until we see what the result of the new U.S. tariff will be, as it looks now as if there will be a quantity of cream shipped across the frontier this coming season. Reports from the different dairy sections are to the effect that the cows have wintered well and are already in profit.

Creamery—		
Winter made	....	0 28
September-October, finest	....	0 30
Dairy butter	0 23	0 27

EGGS.—Stocks this week are quite satisfactory all along the line and as a result the market is much easier than one week ago. There has been a reduction of three cents per dozen since last week and as the reports being received from all quarters are to the effect that supplies are coming much more freely there is bound to be a further decline before long. Domestic supplies are also coming along better and this too will have a tendency to weaken the present situation which is none too strong. At present there are more supplies than there is demand.

Chinese eggs are also on the local market, and are quoted at 27 cents per dozen. These, of course, are much smaller than the domestic egg and sell cheaper. It is said that there are from four to five thousand cases of these eggs on hand at time of writing.

Eggs, case lots—	**Per dozen.**	
New laids	0 33	0 35
Splits	....	0 28
Chinese	....	0 27

CHEESE.—The market is still maintaining a very strong tone and stocks are none too heavy although quite ample to fill the requirements of the retail trade. Last week there was no export of cheese from Canada, quite an exceptional thing now-a-days, and there does not appear to be much chance for further export before the new make starts as local dealers are pretty well cleaned out, and seem to be turning their attention to the 1914 make and trying to figure just what it will bring forth. Prices are unchanged from one week ago.

Cheese—		
Old specials, per lb.	0 17	0 18
September and October	0 15½	0 16
November, per lb.	0 15½	0 16
Stilton	....	0 18

HONEY.—There is still the same easy feeling in existence on the local market this week and to repeat the reference made by one of the local dealers "The honey market is a dead one." When this market once strikes a certain level it sticks there and never changes until about the month of August. Unless the stocks are pretty scarce there is not much speculation in the market but if there is a scarcity there is a little extra attention paid to it in order to get stocks to fill requirements. Prices remain unchanged from one week ago.

	White Clover per lb.	Buckwheat per lb.
Honey—		
Barrels	0 11¼	0 06½
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12¼	0 10
Tins, 5 and 10 lbs.	0 12¾	0 10
Comb, 13-14 oz. section	0 20	0 15—0 16

POULTRY.—There is no change in this market at present except the fact that storage stock is now being entirely depended on as fresh supplies are not forthcoming. The demand is unchanged from one week ago and prices remain the same.

POULTRY.

Fresh stock—	Live.	Dressed.
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 16—0 18	0 18—0 19
Fowl	0 18—0 20	0 17—0 19
Geese	....	0 15—0 16
Turkeys, spring	....	....—0 23
Turkeys, old Tom	....	0 14—0 16
Milk fed chickens, lb.	....	....—0 25
Milk fed broilers, lb.	....	....—0 30

TORONTO.

PROVISIONS.—Business passing at present is fair for this time of year. While Lent always lessens the demand for meats more or less, provision men do not find themselves noticeably less busy than prior to that season. One dealer who is usually rather conservative in his statements declared that this winter his firm had done as big a business in cured meats, particularly cooked ham as he ever remembered. Considerable number of hogs are coming in now from the West, which is a noticeable feature.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18½
Large, per lb.	0 16	0 18
Backs—		
Backs, per lb.	0 22	0 24
Boneless, per lb.	0 23	0 26
Pea meal, per lb.	0 23	0 25
Bacon—		
Breakfast, per lb.	0 18	0 22
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	....	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 28
Hams, roast, per lb.	....	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	27 00
Short cut, per bbl.	27 50	28 50
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¼	0 14½
Tubs, 60 lbs., per lb.	0 13½	0 14¾
Pails, 20 lbs., per lb.	0 13¾	0 15
Tins, 3 and 5 lbs., per lb.	0 14	0 15½
Bricks, 1 lb., per lb.	0 14½	0 16
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09¾	0 10¾
Tubs, 50 lbs., per lb.	0 10	0 11
Pails, 20 lbs., per lb.	0 10¼	0 11¼
Hogs—		
F.O.B., live, per cwt.	9 00	....
Live, fed and watered, per cwt.	9 50	....
Dressed, per cwt.	12 50	13 75

BUTTER.—Butter remains stiff and while nothing definite is to be said there are many on street who believe it will continue firm until quantities of fresh stock commence to come in. Until then there is really no telling how market will be. At the meeting of Toronto Produce Exchange on Monday, butter was reported firm. At present prices vary considerably as there is said to be great difference in quality. Most fresh made stuff is said to be of poor grade but any that is really first class commands the higher prices.

Butter—		
Creamery prints, fresh made	0 30	0 34
Creamery prints, storage	0 29	0 31
Creamery solids, storage	0 27	0 28½
Dairy prints, choice	0 23	0 26
Dairy, solids	0 21	0 22
Separator prints	0 27	0 29

EGGS.—Eggs are on the decline, and if views of local dealers are correct, they will continue on downward grade indefinitely. News of large shipments of Chinese eggs received at Montreal has alarmed some wholesalers who believe Toronto markets may be invaded as well. These Chinese eggs are not so large as our own, but are sold cheaper and find a market without difficulty. Russian eggs, too, are considered a possibility on market. Dealers are in a quandry as to what course to pursue. One expressed his opinion that we would see cheaper eggs this summer than for years. As will be noted prices are about three cents lower than last week.

Eggs, case lots—	Per dozen.	
Strictly new laid, in cartons	0 32	0 33
Strictly new laid	0 29	0 30
Splits	....	0 25

CHEESE. — At local produce exchange on Monday cheese was firm. As has been remarked before, this is the wind-up of the season and stocks are low. Lent, too, has noticeably increased demand and prices are about a cent higher in all grades this week.

Cheese—		
Old, large	0 16	0 16½
Old, twins	0 16¼	0 16½
New, large	0 15¾	0 16
New, twins	0 16	0 16¼

HONEY. — Market continues weak with no prospect of any strength. Prices, however, are unchanged from last week except comb honey which is quoted at 2.00-2.25 instead of 2.25 to 2.50.

Clover, bbls., per lb.	0 08	0 08½
60 30-lb. tins, per lb.	0 08½	0 09
10, 5-lb. tins, per lb.	0 09½	0 10
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 00	2 25

POULTRY.—Demand keeps up well particularly for fresh stock which is very, very weak. Geese, particularly, are very scarce, some houses having none in stock. Storage stuff is about one cent cheaper than fresh which is quoted below:

Fresh Stock—	Dressed.	
Fowl	0 16	0 18
Chickens, lb.	0 20	0 22
Geese	0 14	0 16
Turkeys, spring	0 22	0 25
Turkeys, old Tom	0 17	0 20

WESTERN MERCHANTS' CONVENTION.

Special preparations have been made for the annual convention of the Retail Merchants' Association of Western Canada, to be held in Moose Jaw, Sask., on March 23, 24, and 25. In writing Canadian Grocer, the executive secretary at Moose Jaw, E. O. MacGinnis, states:—

"We have arranged a splendid programme for this occasion, and have arranged for some strong speakers; i.e., W. E. Hodge, C.A., of this city, on Accountancy; C. O. Hodgkins, manager of the Sterling Bank, Regina, on Banking; Norman MacKenzie, K.C., Regina, and J. M. Brayley, organizer, on Co-operation.

"A feature of this convention will be the time given to open discussion by the members on the resolutions to be brought in regarding questions of importance to the retailer. Tuesday morning. Tuesday afternoon and Wednesday morning are open for this work.

"The Robin Hood Mills and Gordon, Ironsides & Fares have kindly consented to entertain the visitors by showing them their plants in operation.

"A special committee is looking after arrangements for the entertainment of the ladies by receptions and theatre parties. The last evening of the convention will be the occasion of a complimentary banquet given by the Moose Jaw branch to the visiting delegates, at which we hope to have some of the Cabinet Ministers from Regina on the toast list."

This paper will have a special representative present, and full reports will appear in the next two issues.

WINNIPEG.

PRODUCE AND PROVISIONS.—There is no change in dairy produce. Butter, eggs and cheese being at the same figures as last week. The market is now well supplied with eggs of good quality. Manitoba produce and receipts from the South are not as liberal.

Cured meats and lard are steady and in good demand.

Cured Meats—		
Hams, per lb.	0 16	0 20
Shoulders, per lb.	....	0 12½
Bacon, per lb.	....	0 25½
Long clear, D.S., per lb.	....	0 13
Mess pork, bbl.	....	28 00
Lard—		
Tierces, per lb.	....	0 12¼
50 lb. tubs	....	6 37
20 lb. pails	....	2 68
3 lb. tins, cases	....	8 10
5 lb. tins, cases	....	8 02
Butter—		
Creamery, Manitoba	....	0 29
Creamery, Townships	0 32½	0 33
Dairy	0 19	0 24
Cooking	0 15	0 16
Cheese—		
Large	....	0 15¾
Twins	....	0 16
Eggs—		
Checks	....	0 26
Extra first	0 33	0 34
Extras in cartons	0 35	0 36

SAYS CREDIT SYSTEM IS BEST.

A prominent merchant who recently abandoned the cash system says that credit strictly and carefully given is the only system on which to do business.

His experience woke him up to a few big facts in the trade that cost him something to learn, but which he now says are worth the price. In summing up reasons for a change he gives seven good ones:—

1. They have the "shopping around" habit bad.

2. They refuse to get the habit of trading at one store.

3. They demand good service, but are not willing to pay for it.

4. About 20% demand good quality; low prices attract the other 80%.

5. They are closer buyers than people who have credit accounts. They will run all over town to save a few cents.

6. They are not liberal buyers; they make a certain sum buy a week's supply.

7. The telephone, so largely used by women now, demands as a corollary the credit system; this the cash man automatically abjures. In a cash business "Leaders" assure too much importance and are often sold below cost. Credit buyers are found to be the best "Livers" and most insistent on quality.

The merchant concluded that credit, strictly and carefully given was the only system. He notices that the big department stores of Chicago and New York advertise for charge customers. He has "reneged" on strict cash and is more prosperous than before. — Detroit "Trade."

READING GROCER FOR 15 YEARS.

The MacLean Publishing Co., Ltd.
Toronto, Ont.

Dear Sirs:

Please find enclosed cheque for four dollars renewal of Canadian Grocer and MacLean's Magazine.

Yours truly,
A. E. SHAVER.

P.S.—Have been reading your Canadian Grocer for some fifteen years and would not like to be without it.

Brockville, Ont., Feb. 27, 1914

PARTNER WANTED

A CHANCE FOR GROCER OR CLERK—A Toronto grocer who has good business (turnover $2,000 a month), wishes to extend and take in a partner. Has good central stand in view Cash or equivalent in stock required, about $2,000. This is a good chance for a man who could bring some trade with him. Box 43, Canadian Grocer.

Hirondelle

(Swallow)

Macaroni

The finest hard wheat from Manitoba enters into its production. It is so suitable and so good that

Hirondelle

(Swallow)

L'Etoile

(Star)

brands are undoubtedly the leaders in Canada. The heavy annual output from factory proves so.

Favorable Prices

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and

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C. H. Catelli, Limited

Montreal

AGENTS

Tees & Persse, Limited, Winnipeg

C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25 size), 4 doz.	$ 2 25
No. 1 (25c size), 2 doz.	2 25
No. 2 (10c size), 6 doz.	0 80
No. 2 (10c size), 3 doz.	0 80
No. 3 (5c size), 4 doz.	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 20

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 995
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13



For rush orders we are right on the spot

Our six large warehouses situated at the central Western distributing points enable us to make immediate shipments. No delays and no long waits for the customer. Moreover, the service of our highly efficient sales force, who call daily on the trade throughout the Canadian West, gives an opportunity unequalled to Manufacturers, Producers and Importers to have their respective lines properly introduced and placed on the market of this vast and profitable country.

There's money in the West and your goods are wanted. Write for terms and particulars. Do it now.

Nicholson & Bain, Wholesale Commission Merchants and Brokers Winnipeg, Man.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

You'll find it a pleasure to sell—

DICKESON'S TEA

"The Beverage of the Old Country."

It is making new friends everywhere, and sales are going up and up!

The superior flavor and quality of Dickeson's Tea makes it an easy seller—a quick profit-maker—a splendid repeat-getter. Introduce Dickeson's Tea to your customers and watch your tea trade grow!

Write to any of these Canadian Agents:

Toronto—Fredk. E. Robson & Co.
Hamilton—C. G. Walker & Co.
Ottawa—H. N. Bate & Sons, Ltd.
Windsor—G. Clair Bliss, Detroit, Mich.
London—R. Donaghy.
St. John, N.B.—E. T. Sturdee.
Quebec, Que.—
A. Francois Turcotte.
Winnipeg, Man.—
W. Lloyd Lock & Co.





The Original Aluminum Packet.

SEEDS

To-day's prices Ex-warehouse Toronto, March 20th!

No. 1 Government Standard.

	Per 100 lbs.
Red Clover	$18.00
Mammoth Clover	18.50
Alsyke Clover	19.00
Alfalfa Clover (Gold)	14.50
Alfalfa Clover (Silver)	13.00
Timothy Seed	7.50

No. 2 Government Standard.

Red Clover	$16.00
Mammoth Clover	17.00
Alsyke Clover	16.50
Timothy Seed, A	6.75
Extra No. 1 for purity.	
Timothy Seed, B	6.25
No. 1 for purity.	

No. 3 Government Standard.

Red Clover	$15.50
Mammoth Clover	16.00
Alsyke Clover	15.00
Timothy Seed	5.75

Ask for samples. Phone Main 163

Geo. Keith & Sons

Seed Merchants since 1866

Toronto, Ont.

Medical Science and Sardines



By Special Royal Permission

Medical science tells us that the sardine supplies an excellent proportion of nitrogenous material — a body builder and brain food.

This, together with the fact that

"King Oscar" Brand Sardines

are packed in pure Olive Oil makes them a most desirable food.

Recommend "King Oscar" Brand Sardines, they will make for more business and better profits.

Canadian Agents

J. W. Bickle & Greening

(J. A. Henderson)

HAMILTON, - ONTARIO

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods & Co.

HAMILTON and WINNIPEG

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 20
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes.	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q; F M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box.	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk, No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½'s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 29

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 50
Clover Brand, each 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee and Milk, "large," each 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each 4 doz.	5 50
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 38

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors), doz.	1 05
2 oz. (all flavors), doz.	2 00
2½ oz. (all flavors), doz.	2 30
4 oz. (all flavors), doz.	3 50



NOW IS THE TIME

to buy your requirements of

German Quality Summer Sausage

and

Pure Kettle-Rendered Lard

J. M. Schneider & Sons Limited

Berlin, Ont.

Order Fish Now

Shipments of all varieties arrive daily. Our facilities for prompt handling ensures freshness. A car of

MANITOBA White Fish

just arrived. Get our prices. We have some interesting quotations. Write, phone or wire.

LEMON BROS.

Owen Sound, Ontario

The last word in

Prime Lemons

is

"ST. NICHOLAS" BRAND

Packed by Franc Tracuzzi

AGENT

J. J. McCabe

32 Church St., TORONTO

The fruit jar that is winning its way to success through sheer merit

-The "QUEEN"

No housewife will ever think of taking a chance on ordinary jars once she has used the famous wide-mouth, adjustable-top Queen Square Jar.



It gives a perfectly sure seal, easy to open and close.

Jimmy Jar Opener and 1st Prize Preserving and Canning Recipes of all fruits and vegetables with every dozen of Queen Square Jars.

Handsome eight-color window display free with every five-gross order of Queen Square Jars.

Be sure to buy Fitz-em-all Rubber Ring

MANUFACTURED BY

SMALLEY, KIVLAN AND ONTHANK

BOSTON, U.S.A.

Sold by your Wholesaler

RONUK POLISHES

RONUK FLOOR POLISH

RONUK FURNITURE POLISH

RONUK SHOE POLISH

Every tin of Ronuk that you sell——whether it be for wood or leather, means a satisfied customer —— a friend to your store——a permanent asset.

This is because Ronuk Polishes are scientific compounds that are exactly suited to the purpose for which they are intended——they are perfect polishes.

Ronuk is being extensively advertised too——the dealers who first stock it will have a good thing.

For information, prices, etc., write

RONUK LIMITED

Factory, Portslade ENGLAND **91-93 Youville Sq. MONTREAL**

Canadian Head Office

53 Yonge Street, TORONTO





Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case.... 5.25

J. Malcolm & Son, St. George, Ont.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

5 oz. (all flavors), doz.	4 50
8 oz. (all flavors), doz.	6 50
16 oz. (all flavors), doz.	12 00
32 oz. (all flavors), doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.
ANCHOR BRAND.

	Per case.
Ammonia Powder—"Anchor"	
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—"Anchor"	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—"Anchor"	
10c cakes, boxes 2 doz.	0 90
Cocoa—"Anchor"	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
¼s, tins, cases 4 doz	0 36
½s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—"Anchor"	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—"Anchor"	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—"Anchor"	
10c bottle	1 00
2½ oz. bottle	2 00
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato—"Anchor"	Per doz.
Cases 2 doz.	1 20
Icings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.F.—"Anchor"	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90
	Per lb.
¼s, tins, boxes 12 lbs.	0 38
½s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—"Anchor"	Per doz.
Cases 2 and 4 dozen	0 90

	Per case
"Anchor" Brand.	
Shaker Table Salt, free running, cases 2 doz., case	1 60

"GOLD MEDAL" COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

"GOLD MEDAL" ROLLED WHITE OATS.

	Per case
25c pkgs., cases 12 pkgs.	2 40

"KING" NAPHTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" CEYLON TEA.

	Per lb.
30c black, green or mixed, ½ and 1 lb. pkgs.	0 25
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
'Wheat-Os" Breakfast Food, cases 2 doz.	1 45
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork, 50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown," 100 pts., case	9 00
St. Nicholas Champenoise Corks, 50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	6 60½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES.
BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape juice, 12 qts.	4 75
Grape juice, 24 pts.	5 00
Grape juice, 36 splits	4 75
Apple juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 90
Motts Golden Russett.	
Sparkling cider, 12 qts.	4 50

Florida Tomatoes

1st Car for Season 1914
Has Arrived from Florida

Quality is Excellent and Price Moderate

We wish to advise the trade that we will as usual be headquarters for all Southern Fruits and Vegetables.

Orders and Enquiries Solicited

White & Co., Limited
Toronto and Hamilton

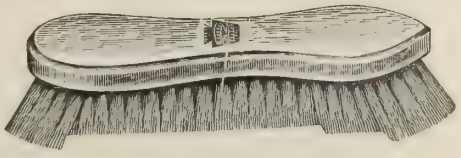
SWISS DAIRY Brand Condensed Milk
from Ireland

is a profitable 10c line.

4 dozen 16-ounce tins
$3.85.

Freight allowed up to 40c cwt. on 5-case lots or more.

Kirkwood & Sons
176 Dupont Street
Toronto
SOLE DISTRIBUTERS FOR CANADA.



The above cut shows an article of daily use in every household in Canada. We specialize on

Scrubbing Brushes

and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the KEYSTONE BRAND.

Stevens-Hepner Company
Limited
Port Elgin, Ontario.

The Seasoner That Sells All Seasons

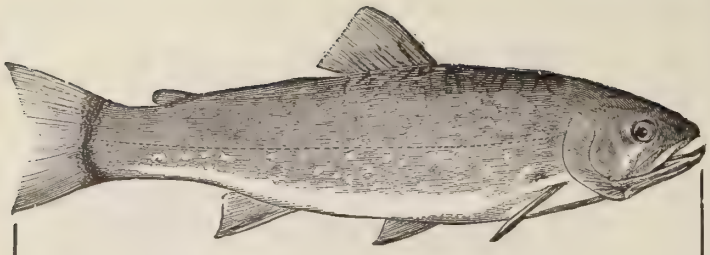
Purity Salt is a line that gives entire satisfaction throughout the year to both dealer and consumer. PURITY SALT is rightly named because it consists exclusively of fine, dry, even crystals free from all foreign substances.



It is pure—that is why the women think so highly of it. Good profits assured. Insist on getting **Purity** when next ordering.

The Western Salt Co.
LIMITED

Courtright, Ontario



A Fish 5 Minutes From the Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

¼ Oil Sardines	Kippered Herring
⅜ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil."

	Per case
Sur Extra Fins, 40 Falcons, cs.	$10 00
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens No. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s.	2 10
20s. ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & Co., Agents.

Cases, 4 doz. each, flats per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.

Prices for Quebec.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose)	5½
30 lb. cases, 1 lb. pkgs.	5½

Terms, Net 30 days.

Ontario.

L' ETOILE (STAR) BRAND.

Freight Prepaid.

1 lb. pkg., 25 cases or more	.06¼
1 lb. pkg., less than 25 case lots	.06½
5 lb. box, loose, per lb.	.05½
10 lb. box, loose, per lb.	.04¾
21 lb., loose, long. per box	1.15

Terms net 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon, contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 50
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS' PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naphtha as a free premium.

Richards' Quick Naphtha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPHTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 90
Five cases or more	4 95

STARCH.

THE CANADA STARCH CO., LTD.
EDWARDSBURG BRANDS
and
BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs.	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb... cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07½
48 lbs. silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, hrome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH FROZEN FISH
SMOKED FISH SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

Fresh From Florida

Tomatoes and Celery

Good, hard, ripe stock. Absolutely sound. The same grade from top to bottom of crate. Order to-day.

Very fine, crisp, well-bleached stock. Put up in 10-inch crates of 3, 4, 5, 6 doz. to crate. This is extra fancy.

BANANAS

Get started right for the coming season by sending us your regular standing order. We want your trade and, in return, we offer you

Constant Supply
Fair Prices
Finest Quality
Prompt Attention

THE HOUSE OF QUALITY.

HUGH WALKER & SON
Established 1861

GUELPH and NORTH BAY

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBERS

¼-lb. tins—
3 doz. in case

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Royal Salad Dressing

Is a good seller the whole year round, but just now look up your stock for the specially big demand of the Spring and Summer.

Your best trade will appreciate ROYAL SALAD DRESSING.

Made only by

The Horton-Cato Mfg. Co.

Windsor, Can.

Every Day in the week

the housewife uses

Parowax

(Pure Refined Paraffine)

It makes her washing easier — cleaner, whiter clothes — less rubbing, scrubbing and wear.

Sealing jellies and preserves, Parowax forms an air-tight, mold-proof seal.

You need Parowax because the housewife wants it. It insures you a good, steady trade, brings repeat orders, and is a quick mover.

Parowax is put up in 1/4 lb. cakes, packed 4 in a carton; 20, 40 or 100 cartons in a case.

THE IMPERIAL OIL COMPANY, Limited

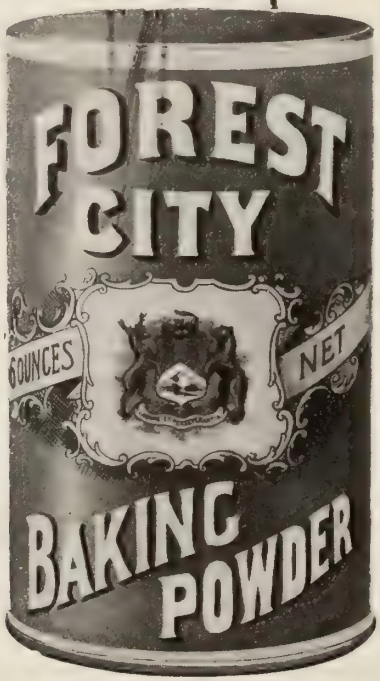
Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon



That's what counts—

It's the housewife's verdict. When the baking is good—light, fine grained and tasty the housewife is pleased and so are all the rest. It means that the grocer who sold the good baking powder — Forest City, is going to get their steady patronage for baking powder, as well as for other lines.

Forest City Baking Powder is a home favorite. Stock it today.



Gorman, Eckert & Co.,
London, • Ont.

Western Selling Agents:
MASON & HICKEY,
Winnipeg, • Man.

(120-lb boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .60
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs. ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. ..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. ..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. ..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.50; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.50.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 10

SODA—COW BRAND.

Case of 1-lb., ontaining 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case 2 50
5-lb. tins, 1 doz. in case 2 85
10-lb. tins, ½ doz. in case 2 75
20-lb. tins, ¼ doz. in case 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs. 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case 2 05
5-lb tins, 1 doz. in case 3 20
10-lb. tins, ½ doz. in case 3 10
20-lb. tins, ¼ doz. in case 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 35
Ontario, per case 1 50
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case..... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	1 90
H. P. Pickles—	
Cases of 2 doz. pints	3 25
Cases of 3 doz. ½-pints.....	2 20

STOVE POLISH.

JAMES DOME BLACK LEAD. ..

2a size, gross 2 50
6a size, gross .....$ 2 40

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 35
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser	1 15

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	59
Pay Roll, 7s	50
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	30
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West.	
Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ½s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.

In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label ½s	0 21
Blue Label, 1s	0 20
Orange Label, 1s	0 23
Orange Label, ½s	0 24
Brown Label 1s and ½s	0 23
Brown Label, ¼s	0 30
Green Label 1s and ½s	0 35
Red Label, ½s	0 40

K BRAND TRADE MARK REGISTERED

Jams from the famous Kootenay Orchard Fruits

Here is a line that every live grocer should handle.
K.-C. Brand Jams, Jellies and Canned Goods are made of fresh, picked Kootenay Valley Fruits. They are pure and delicious. Just a few hours elapses between the picking and packing in our modern and sanitary factory.

K.-C. Fruit Products have a taste all their own which your customers will enjoy. Guaranteed Pure Fruit and Sugar ONLY.

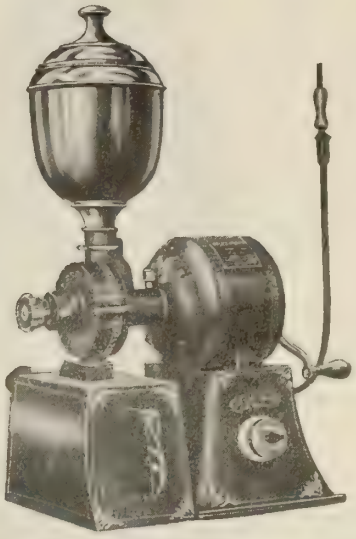
Sole Agents: L. T. Mewburn & Co., Ltd., Calgary, Alta.

The Kootenay Columbia Preserving Works

Brilliant and Nelson, B.C.

Don't Buy "An Electric Coffee Mill"

Buy a COLES GUARANTEED ELECTRIC MILL



There's a tremendous difference — as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Bacon

A bit of well-cured streaky Bacon is something your customers will relish at their breakfast meal.

Get them a bit of our Star Brand English Bacon and they will want more. Nothing cheaper in the present market and nothing so economical.

Write us for prices.

F. W. FEARMAN CO., Limited

Hamilton, Ont.

ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

Order at once from your jobber, and if he cannot supply you,— then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.
Limited

Hamilton, Ontario

Sales Dept. at St. Catharines.

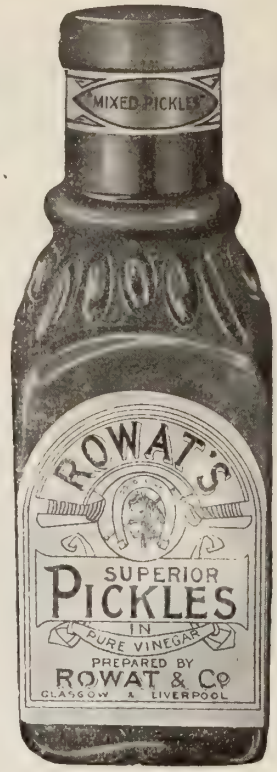
Rowat's

Mixed Pickles

Have earned for themselves a reputation **second to none** for purity, tenderness and appetizing deliciousness.

Only fresh vegetables of the finest quality are used, and the pickling process is ideal.

Dealers of quality goods handle and SELL Rowat's. Why not you? It will pay you to get in touch with the nearest distributer.



Rowat & Co.

Glasgow, - Scotland

CANADIAN DISTRIBUTERS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

ORANGE MARMALADE.
BANNER BRAND.

	Price Doz.	Shipping Weight Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	35
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.

MINTO BROS., LIMITED.
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	Retail
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.
T. UPTON & CO.

Pure Fruit Jams—Raspberry and apple, strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12-oz. glass jars, 2 dozen in case, $1.00 per dozen; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 57½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant, and pineapple flavors, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality, 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. ..... $ 0 90

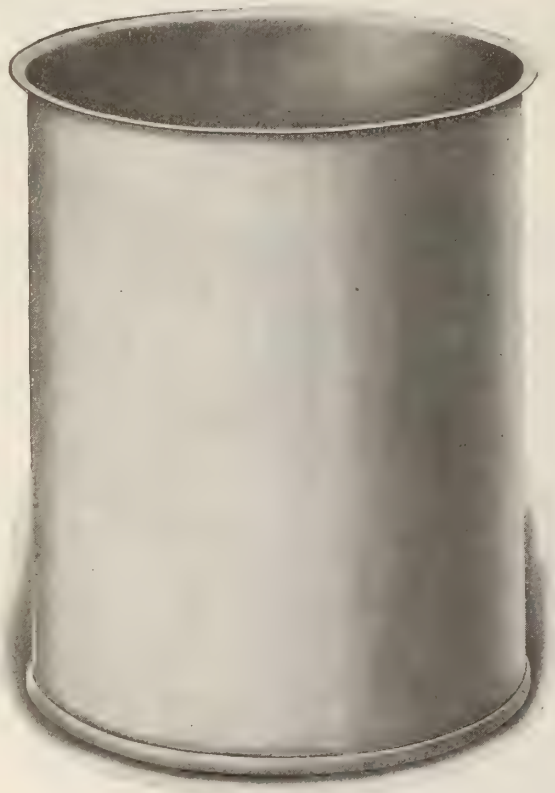
List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages 1 15



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

The Connaught

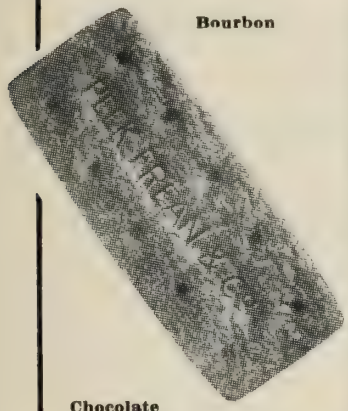


A Princely Biscuit



Pat-a-Cake

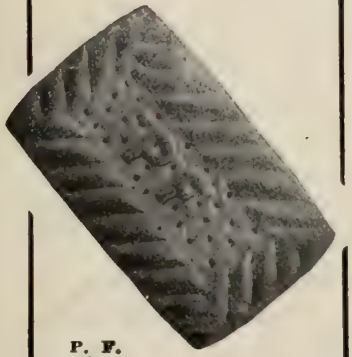
Bourbon



Chocolate Sandwich



Ye Billiken



P. F. Short Cake

biscuits from across the "brine"

Peek, Frean **P.F.** London

Peek, Frean's Biscuits are the most toothsome of all. :: ::

Have you tried the famous P.F. Short Cake?

Proof of the popularity of this delicious biscuit is in the fact that about 325,000,000 were sold the year of its introduction. The delightful crispness, the genuine old time short cake flavor and the richness of quality not only sell the first order, but ensure continued demand.

The Connaught

P. F.'s latest introduction—a delicious biscuit—good design, popular name, attractive flavor, striking label. About 48 to the lb. All P. F. Biscuits are shipped in hermetically sealed tin boxes, are always oven fresh. A postal to-day to any agent will bring samples of these lines.

PEEK, FREAN & CO., Limited

Biscuit Manufacturers

LONDON, ENG.

AGENTS: British Columbia—The W. H. Malkin Co., Ltd., Vancouver; Alberta, Manitoba, Saskatchewan, Ruttan & Chipman, Fort Garry Court, Winnipeg; Ontario, The Harry Horne Co., 309-311 King St. W., Toronto; Ottawa and Eastern Canada, Frank L. Benedict & Co., 45 St. Alexander St., Montreal

Finest Quality *Whittemore's Shoe Polishes* Largest Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"**GILT EDGE**" Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"**BULLY SHINE.**" A waterproof paste polish for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains oil and waxes to polish and preserve the leather. Also Russet Bully Shine for tan leathers. Large tin boxes. Boxes open with a key. Retail 10c.

"**SUPERB**" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Boxes open with a key. Retails 10c.

"**DANDY**" **COMBINATION.** For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"**ELITE**" **COMBINATION.** For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. "**BABY ELITE**" **COMBINATION** (10c size). "**ELITE**" **PASTE** in 5 sizes.

"**BOSTON**" **WATERPROOF POLISH.** A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Retails 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A. For sale by the Wholesale Grocers in all Canada.

GILMOUR'S

means

QUICK CLEAN SURE CLEAN

THE YELLOW TIN

10c. Hand Cleaner 10c.

You make no mistake when you stock Gilmour's, because it is made with extreme care.

DOES NOT ROUGHEN

but leaves a velvety smoothness that's pleasant. The generous amount of glycerine makes it most valuable from an antiseptic standpoint.



THE GILMOUR COMPANY

670 Papineau Avenue, Montreal

AGENTS: Fenwick & Hendry, Kingston, Ont.; Lance & Culp, Toronto; Campbell Brokerage Co., Vancouver, B.C.



The Weltruf

Fly Catcher

$1.25 per carton of 100's

Ask your Wholesaler if he cannot supply you. Write direct.

I

find that some European factories are exporting canned peas labelled in a deceptive way. For example, a tin bearing the **FIN** label contains the **MOYEN** goods. This is thorough fraud.

EXCELSIOR BRAND IS RELIABLE

Every tin guaranteed to contain what label states. Insist on this brand in future.

EDGAR MEYER

Associated with

Hupfeld, Ludecking & Co., Montreal

Order "*Snowflake Ammonia*" for Spring House Cleaning

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WE stand staunchly behind this big package of Snowflake Ammonia with a $500 guarantee that it equals in cleaning power any similar powder on the market selling for twice the price.

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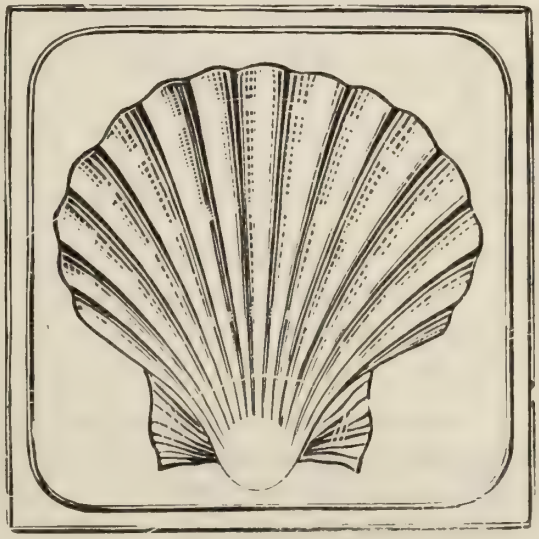
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FRESH BITTER ORANGES and LEMONS

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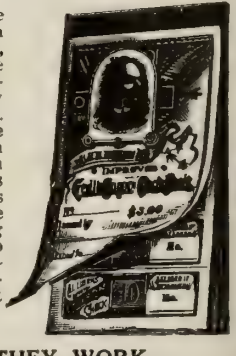
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When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For Sale Everywhere by the Jobbing Trade. Manufactured by

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It's our business

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We have choice yellow setts to offer, our own growing, hard and dry, nothing soft or sprouty.

Write for price, order early, quality guaranteed.

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HENSALL - - ONTARIO

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about your overdue accounts. Just simply pass them over to us—we will collect them for you. If we do not, then our services will not cost you a single cent.

Drop us a postal right now and we will put our proposition before you.

Our Organization is large —we can collect anywhere.

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If you need pure maple goods write

WOODMAN & McKEE

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Get it from your wholesaler.

RICHARD'S QUICK NAPTHA SOAP

EVERY RETAILER In Saskatchewan

should attend the Annual Convention of the Saskatchewan Branch of the Retail Merchants' Association of Canada, Inc., to be held in

Moose Jaw, March 23, 24, 25.

Keep the date open, and make it a point to be present.

There are 1,200 Retail Merchants in this Province working in co-operation for the good of the Retail Trade. Help swell the number.

Convention rates over all lines, and a hearty invitation from the City of MOOSE JAW.

Remember the dates—March 23, 24, 25.

Let us work in unity, for in co-operation lies our strength.

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10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

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MONTREAL

When writing advertisers, kindly mention having seen the ad. in this paper.

In Laundry

soap the prominence and popularity of Fels-Naptha are due to its quick and repeated sales; and these because Fels-Naptha so well satisfies your women-customers—all classes of women-customers, too.



The public has learned to like

CHASE & SANBORN'S

High-Grade Coffees

Therefore, it is up to you and us to see that their wants are supplied. That will mean satisfaction to three parties—the customers, you, and ourselves.

Chase & Sanborn, - Montreal

HIGH-GRADE COFFEES



Length, 425 feet. Height, 115 feet. Depth, 120 feet.
Capacity: 200,000 Barrels a year.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Frontenac Beer is Selling

Have you a stock? The new ½-doz. or full dozen cardboard package enables customer to carry it home under the arm. An idea appreciated both by latter and retailer.

Canada's Largest Brewery wants to do business with you.

THE FRONTENAC BREWERIES LIMITED, MONTREAL

INDEX TO ADVERTISERS

A

Allison Coupon Co. 60
Anglo-B.C. Packing Co., Ltd. 9

B

Balfour-Smye & Co. 12
Beard, M. D. 14
Beauchamp, Claude 15
Benedict, F L. 60
Bickle, J. W., & Greening.... 48
Biscuit & Crackers Mfrs. Assn. 60
Borden Milk Co. 3
Brand & Co. 10
Brantford Showall Co. 9

C

Campbell Brokerage Co. 14
Campbell Bros. & Wilson, Ltd Inside front cover
Canada Starch Co. 24
Canadian Fishing Co., Ltd.. 53
Canadian Salt Co 16
Catelli, Ltd. 46
Chase & Sanborn 62
Chivers & Sons Inside back cover
Church & Dwight 16
Clark, Ltd., W. 11
Coles Mfg. Co. 55
Commercial Collection Co. .. 14
Comte's Coffee 60
Connors Bros. 52
Continental Bag & Paper Co. 4
Cornish, E O. 14
Crescent Mfg. Co. 15

D

Davidson-Bowles 60
Dickeson & Co., R. 47
Dominion Canners, Ltd. 5
Dominion Molasses .Back cover
Dominion Register Co. 10
Dominion Salt Co. 9
Duncan & Co. 12

E

Emerson, Bamford & Co. .. 60
Escott & Co., W H. 14
Estabrooks Co. 21
Eureka Refrigerator Co. 22

F

Fardon's Vinegar 13
Fearman, F. W., Co. 55
Fels & Co. 61
Fenwick, Hendry & Co. 17
Frontenac Brewery 62
Furuya & Nishimura 4

G

Galloway, G. H 19
Gilmour Co. 58
Glassco, Limited 13
Gorman, Eckert & Co. 54
Guelph Soap Co. 15

H

Hamblin, Brereton Co. 14
Hamilton Cotton Co. 12
Hargreaves, Ltd. 17
Henderson, Thomas 60
Hillock & Co., John 16
Hobart Mfg. Co. 8
Holland Rusk Co 60
Horton-Cato Co. 53
H.-O. Co. (Force) 19

I

Imperial Oil Co. 54
Irish Grocer 60

K

Keith & Sons 47
Kessel Co., F. 60
Kidd & Co. 60
Kilgour Bros. 4
Kirkwood & Son 17
Kootenay Preserve Co. 55

L

Lambe & Co, W. G. A. 14
Laporte, Martin, Limited ... 63
Lawrason & Co. 59
Leadlay, Ltd. 14
Leeuw, Henri de 14
Leitch Bros. Flour Mills, Ltd 22
Lemon Bros. 49
Lindners, Limited 7
Litster Food Co. 19

M

MacLean's Magazine 64
Mason & Co, P. L. 59
MacNab, T. A., & Co. 15
McCabe, J. J. 49
McGregor, O P. 4
Magor, Son & Co. 24
Malcolm & Son, Jno. 50
Mathieu & Co., J. L. 15
Meyer, Edgar 58
Millman, W. H., & Sons 14
Morrow & Co. 14
Mott, John P., & Co. 59

N

Nagle Mercantile Agency 61
National Cash Register 6
Nelson & Co 12
Nicholson & Bain 47
Nickel Plate Polish Co. 53

O

Oakey & Sons, John 15
Ocean Mills 17

P

Paterson & Sons, R. 17
Patrick & Co., W. G. 14
Peek, Frean Co. 57
Pennock, H. P., Co., Ltd ... 14
Perrin & Co., Ltd , D. S. ... 2

R

Rathwell, J. 61
Rennie, Wm. 4
Richards Soap Co. 61
Rock City Tobacco Co. 16
Ronuk, Limited 49
Rowat & Co. 56
Ruttan, Alderson & Lound .. 14

S

St. Lawrence Sugar Refining Co. 7
Salada 23
Sanitary Can Co. 56
Sask Retailers' Convention.. 61
Schneider & Co. 49
Smalley, Kivlan & Outhank.. 49
Smith & Son, E. D. 3
Somerville, Robert W. 14
Spurgeon, H. G. 14
Stevens-Hepner 51
Stuhr, C. F. 15
Symington & Co., Thos 7

T

Tanglefoot 60
Tarbox Bros. 4
Taylor's Mustard 15
Thum Co., O. & W. 60
Tippet, Arthur P., & Co.... 1
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited ..... Inside front cover

U

Upton Co., The T. 55

W

Walker Bin & Store Fixture Co 8
Walker Hugh, & Son 53
Warren, G. C. 14
Watson & Truesdale 14
Wellington Mills 15
Western Salt Co. 51
Wethey, J. H., & Co. 55
White & Co. 51
White Swan Co. 18
Whittemore Co 58
Wiley, F. H. 14
Windsor, J. W. 23
Woodman & McKee 61
Woods & Co., Walter 48

Y

Youngheart & Co., Ltd. 61

"Bacchus Wine"

The King of Appetizers

$8.00 a cs., 12 1 litre (very large btles.) to case, is made from perfect old and generous Burgundy Wine, chosen from the best vineyards of France and pure vegetable ingredients highly recommended by the medical profession.

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The Real Tonic

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Largest assortment. Lowest prices.

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Victoria and **Princess Louise** Brands.

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DATES, FIGS, PEELS, CUT PEELS.

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Telephone Main 3766

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JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT



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have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

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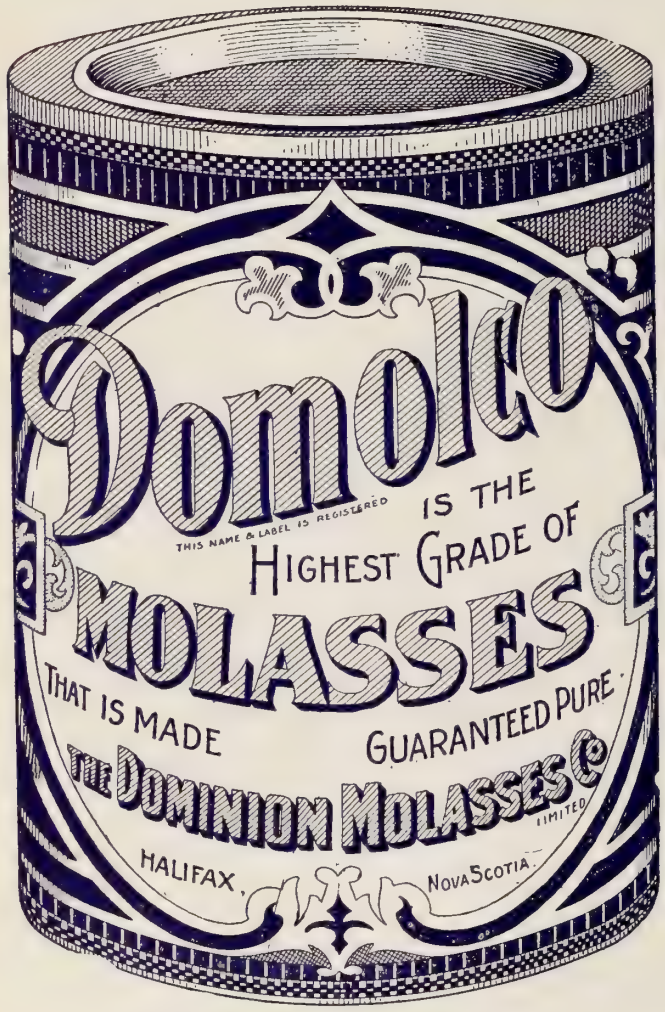
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45 St. Alexander St.
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(Canada and Newfoundland)

Down Barbadoes Way



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BARBADOES Molasses in its crude state is a wholesome food, but we are not content with this, and by our own process remove all impurities before canning, leaving it truly the purest, most wholesome, palate-tickling molasses on the market for both table and cooking purposes.

WE absolutely guarantee Domolco to be pure and of superior quality. Prices sent on request.

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The Dominion Molasses Co., Limited

HALIFAX, N.S.

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CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII. PUBLICATION OFFICE: TORONTO, MARCH 27, 1914. No. 13

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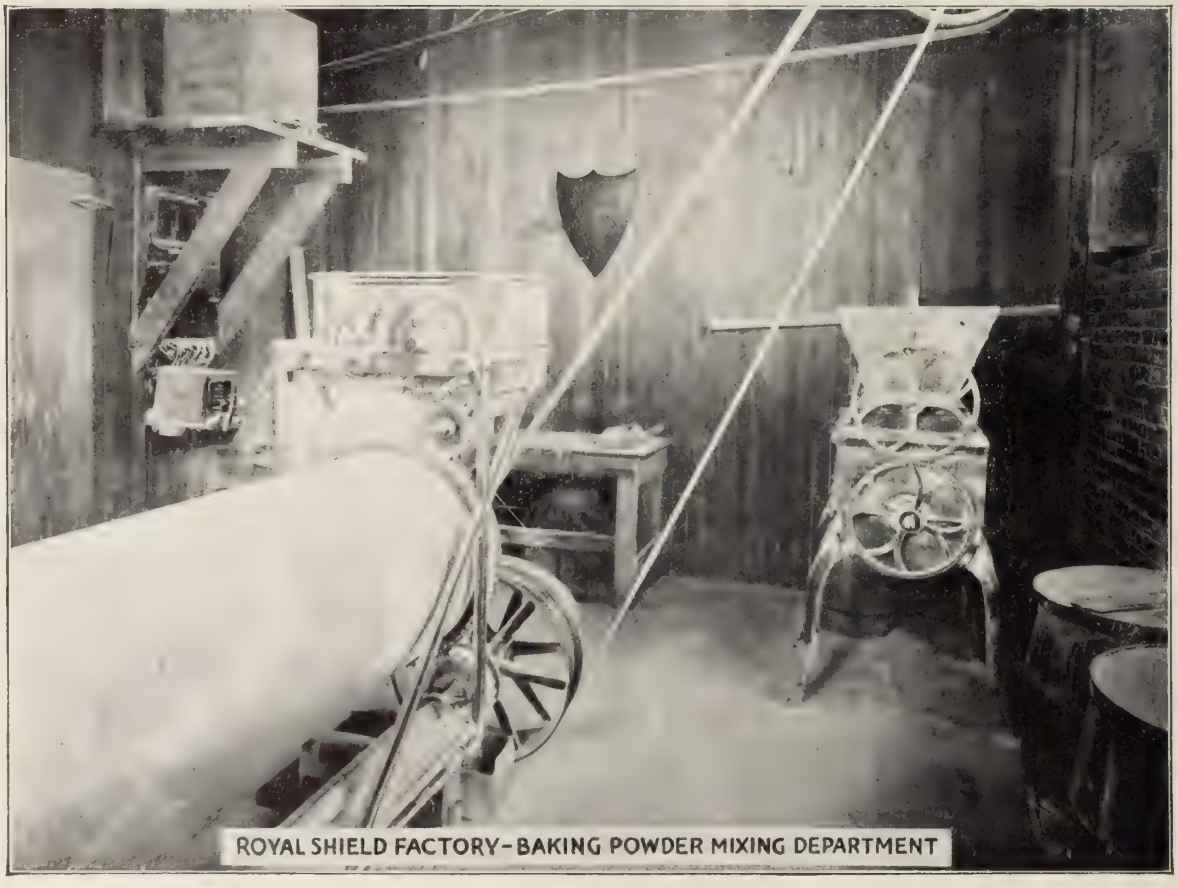
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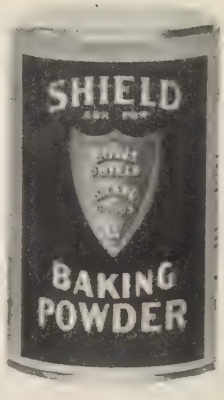
We manufacture every ounce of Shield Baking Powder we sell. Therefore, with a knowledge of what pure baking powder should be we can and do produce a quality in Shield that defies competition.



ROYAL SHIELD FACTORY—BAKING POWDER MIXING DEPARTMENT

Shield Baking Powder

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WINNIPEG, (Established 1882)

Campbell, Wilson & Adams, Ltd.
SASKATOON

Campbell, Wilson & Horne, Ltd.
CALGARY, EDMONTON, LETHBRIDGE

Campbell, Wilson & Strathdee, Ltd.
REGINA

The soap that bears highest recommendation

11
Gold
Medals
11



11
Gold
Medals
11

You can recommend this soap, Mr. Dealer, to your most exacting customers. "Le Calice" is a pure, honest piece of soap. It is the soap for the most sensitive complexion or delicate lingerie.

"Le Calice"
Castile Soap

is pure as oil and skill can make it. It is not a tallow soap—positively contains no animal fat of any description.

Le Calice is the soap for quick, easy washing.

Made in France by M. D. Leca & Co., Marseilles.

Always keep a good supply of this quality soap on hand.

Arthur P. Tippet & Company

Agents

MONTREAL

Actual Photo of Perrin's Dairy Cream Sodas



Actual Photo of Box

Fancy thin 5c and 10c Pkgs. with Blue label

5c Parchmentine
10c Red Label
25c Cardboard
30c Tin
also 11 lb. tins

The Biscuit That's Good

and crisp, and rich

GOOD because it is properly made of good materials.

CRISP because it is baked right, packed right, and sells quickly.

RICH because the materials used are not only good and pure, but the very richest and best only are used. They have that rich, creamy flavor that only the use of the best materials properly handled give.

If you do not handle Perrin's Dairy Cream Sodas, let us send you a sample shipment. They will please you and your customers.

D. S. Perrin & Company

Limited

LONDON, - - CANADA

The Argument

that carries most weight in selling foodstuffs is *PURITY*, especially in fruit products. This is where the E.D.S. Brand excels, for, when inspected by the Government Analyst, it was pronounced

"Genuine"

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Your customers are aware of these unequalled qualities, and by selling E.D.S. products you will gain for your store a reputation that is second to none. Remember a store is reckoned by the goods it keeps.

There is none "just as good," so look for the trademark that safeguards your interests.

Made only by

E.D. SMITH & SON
LIMITED
WINONA, ONTARIO





For Infant Feeding—

Recommend Borden's Eagle Brand or Reindeer Brand. Eminently reliable medical tests have proven that these quality milks act upon the infant stomach substantially the same as human mother's milk. Borden Milk Products are the "Leaders of Quality." They have stood every test for years. They are regular all-year-round sellers.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office : No. 2 Arcade Building
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Furuya & Nishimura

A store convenience — costs little — gives big service



THE McGREGOR PAPER BAG HOLDER.

Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one.

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PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
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Still the Top-Notcher



Our record of sales for 1913 furnishes further confirmation of the now generally recognized fact that

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is the top-notcher among cereal breakfast foods. Its supremacy is unchallenged. It is a survival of the fittest. It is not only the cleanest, purest cereal food made in the world, but the process is without doubt the best process ever discovered for preparing the whole wheat grain in digestible form.

TRISCUIT is the Shredded Wheat Wafer — a crisp, tasty, whole wheat toast—delicious with butter, cheese or marmalades.

Shredded Wheat Biscuit is packed in odorless spruce wood cases, which may be readily sold for ten or fifteen cents, thereby adding to the grocer's profits.

Made by

The Canadian Shredded Wheat Co. Limited

Niagara Falls, Ont.

(53-A)



CIRCULAR STYLE

DRY DUSTING MOP

You can retail this style mop at 75c.

YOUR PROFIT IS 50%

On the Tarbox "no oil" Mop. It is chemically treated. It collects dust and holds it.

The Tarbox is a better mop at a lower price—a popular price which is 25 per cent. less than imported mops. It is easier to sell and yields you a larger profit. Sell the

TARBOX

DRY **NO OIL** DUSTLESS

Mops and Dusters

They satisfy every user. Every user will help you to sell more. That's a fact.

Stock the Tarbox Mops TO-DAY. Get the larger profit and sell for the lowest price.

Supplied through Jobbers

Write NOW for our proposition.

TARBOX BROS.

274 Dundas Street : TORONTO

SIMCOE

Baked

Beans



Yes, a jolly good smoke and a jolly good seller

—the tobacco that makes the favorite pipe a greater favorite; a fragrant, rich, mellow-flavored tobacco blended from the choicest leaves of picked crops from Virginia; burns freely, without biting.

If you're a smoker, try it and let your friends try it.

Get your stock from any wholesaler.

TUCKETT LIMITED

HAMILTON, ONT.

THE busy housewife will thank you for supplying her with a reliable polish that really *does* what we say it will do—and with so *little effort*. Every tin of BRASSO is a tin of polishing quality.

Are you well stocked? Our advertising campaign is creating a still greater demand for BRASSO—the polish that is the firm friend in every well-appointed household.

RECKITTS (OVER SEA), LTD.,
122, WELLINGTON ST. WEST, TORONTO.



BRASSO

METAL POLISH

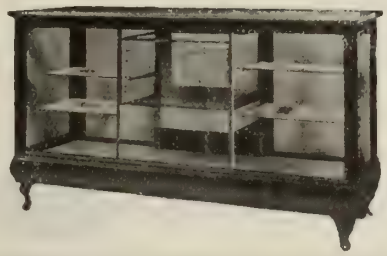
Low Prices

The low prices existing have largely increased the consumption of sugar. It is estimated that last week the sales in the United States of refined sugars amounted to 1,500,000 barrels, equal to 4,500,000 bags.

St. Lawrence Granulated

100 per cent. pure cane sugar.

Fit your store with an ARCTIC silent salesman and increase sales



It is very necessary to sell perishable goods quickly, therefore, the reason for showing them in an Arctic Silent Salesman—always cold, easily cleaned—a handsome fixture on sanitary legs.

Catalog sent on request.

John Hillock & Co., Limited

TORONTO

Agents:—Quebec and Maritime Provinces: Wolf, Sayer & Helier, Montreal. Western Ontario: J. H. Galloway & Co., Hamilton. Saskatchewan: Western Butchers' Supply Co., Regina, Sask.



Our original tumbler container that is making such a decided hit. You should handle this wonderful seller—customers want it.

BANNER L&B BRAND



"A mighty good Jam and a mighty good seller"—

This is the jam that is making dealers take notice. The dealer who does not handle quickly realizes that his competitor is "stealing a march on him."

L. & B. Banner Brand Jams are pure and delicious. Nothing but pure fruits and the best of cane sugar are used in the making.

The tumbler container, attractive labelling, and the rich-looking, tempting jam makes the customers want the L. & B. pure fruit delicacies. One order makes repeats follow.

Order a few cases from your jobber. Put up in tumblers, 12-oz., and in No. 2 and No. 5 gold-lacquered pails.

LINDNERS LIMITED

340 Dufferin St., TORONTO

Phone Parkdale 2985

REPRESENTATIVES:

Watt & Scott, Limited, Montreal; H. D Marshall, Ottawa, Ont.; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; H. E. Gross, Vancouver; Western office, 306 Ross Ave., Winnipeg.



Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space Every dealer knows the value of good display of goods. He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a **"WALKER BIN" SYSTEM?** It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.

WALKER PATENTED BINS

Walker Bin & Store Fixture Co.
LIMITED
BERLIN ONTARIO

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg. Sask. and Alta.: North West Specialty Co., Saskatoon, Sask. Vancouver: Western Plate Glass Co., 318 Water St. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

Shirriff's True Vanilla

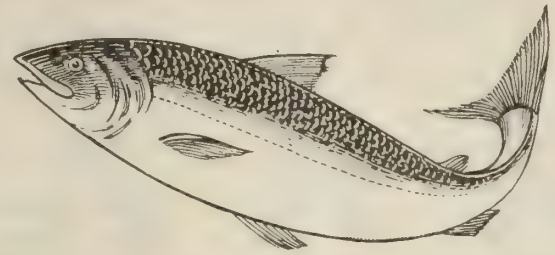
The Old Reliable Line

GROCERS never have to offer an apology for Shirriff's True Vanilla. It is always right—always satisfies the customer. This old reliable extract stands to-day supreme in flavor, bouquet and strength, the same as it has done for over thirty years. There is real satisfaction for the grocer in selling such an article—especially when there is a good profit on every sale, and the demand is greater than any other vanilla extract sold in Canada.

Imperial Extract Company, Toronto

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye  Sockeye

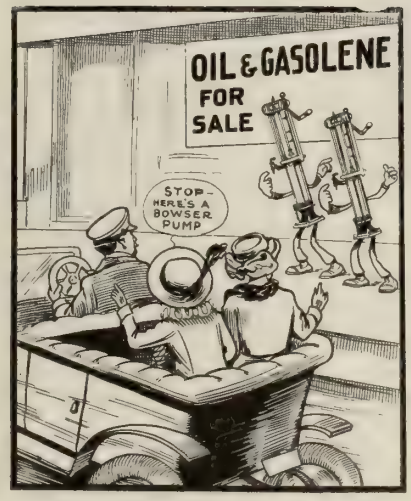
SALMON

Buy—

SOVEREIGN BRAND
HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON

BOWSER ESTABLISHED 1885



Ladies: "Stop, John! There's a **Bowser Pump.**"

John: "Yes, miss."

Ladies: "While you are filling the car, we will go in and order our groceries."

Automatic *Outdoor* Salesmen for Gasolene or Kerosene Beckon Trade to You

Every passer-by sees the sign and the pump—a black pump for kerosene and a bright red one for gasolene—and you soon *own* their business.

Oil Pull Engines are selling by the thousands, and each one in your vicinity is your legitimate customer for large quantities of oil.

Lamps aren't all out of business either.

Automobiles, gasolene engines, gasolene lighting systems consume millions of gallons of gasolene and distillate.

This business should be yours, and it will come to you with a Bowser system.

The cost is small. The profits are large. The business is steady and sure the year round.

Write us and we'll show you how to make money.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue, - - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.
Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc. Established 1885

The value of a good credit customer

No Grocer can afford to underestimate the value of a good credit customer. A regular-paying customer is preferable to a cash customer for the reason that you are more apt to get all the trade.

All the old-time objectionable features of account keeping, the attendant mistakes, collecting losses, dissatisfaction, work and worry, etc., are entirely eliminated with the

McCaskey

One Writing

Account System



Showing Electric Recorder

"First and still the Best"

Let us show you—our free booklet will give you some interesting particulars. Get it now.

DOMINION REGISTER CO., LIMITED

90-98 Ontario Street, Toronto, Canada

Trafford Park, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD

BENGER'S Food

Copyright Design.

For INFANTS, INVALIDS and the AGED.

GOLD MEDAL AWARDED

Health Exhibition, London, Adelaide and Melbourne.

The "LANCET" describes it as:
"Mr. Benger's admirable preparation."

The "BRITISH MEDICAL JOURNAL" says:
"Benger's Food has by its excellence established a reputation of its own."

Circulars & Showcards on application.

Benger's Food and other Preparations may be obtained through all Wholesale Jobbers in Canada.

BENGER'S FOOD, LIMITED,
Otter Works, ——— MANCHESTER, Eng.

199 C



Uniformity of Quality

The characteristics peculiar to each crop and affecting or disturbing in the least the ordinary methods of bread-baking, are this season highly in favor of Oak Lake District because the farmers, who settled the land in 1878 and were instrumental in securing for Manitoba Hard Wheat an enviable world-wide reputation, are still pursuing the same interests that have afforded them an independence—and pride themselves in still harvesting the same Manitoba Hard and No. 1 Northern Wheats of the highest quality that alone can produce **good bread** uniform in quality every year, while the flavor is excellent.

Anchor Brand Flour produced from Manitoba Hard Wheats in Oak Lake District is still regarded as **the last word in Milling** and sells for Standard prices everywhere.

Leitch Brothers' Flour Mills, Limited

Oak Lake, Manitoba

JUST A REMINDER

MR. GROCER

CLARK'S



are ready for your

CAMP, FISHING

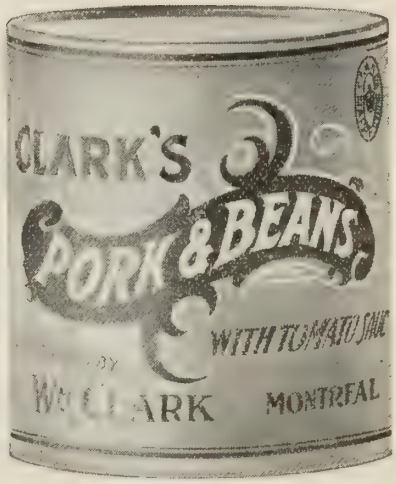
and

SUMMER TRADE

With the

FINEST ASSORTMENT

of



CANNED MEATS

on the Market

Ox Tongue
Lunch Tongue
Corned Beef
Roast Beef
Lunch Ham
Pigs' Feet
English Brawn
Concentrated Soups, All Varieties.
Beefsteak and Onions
Boneless Chicken
Potted Meats
Devilled Meats
Irish Stew
Tongue, Ham and Veal
Picnic Pates

and

CLARK'S PORK AND BEANS

Plain **Chili** **Tomato Sauce**

Stock Now.

W. CLARK, LIMITED, MONTREAL

Right Now

YOUR sales of canned goods should be increasing. The prices are the lowest they have been for years. Let us replenish your stock with **TARTAN BRAND**—the brand that has stood the test of years—it cannot be beat for quality and purity.

Introduce the **TARTAN BRAND** to your customers—they will appreciate your regard for their interests.

The majority of "quality" grocers from Hamilton to Vancouver handle the TARTAN BRAND. Are you one of them? It will pay you to get into line.

Book 1914 Canned Goods with us. We will protect you fully.

Tartan BRAND

THE SIGN OF PURITY

Groceries, Spices, Canned Goods, etc., etc., etc.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON, ONT.**



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

Brooms will be used just as much, no matter what the price may jump to. *Broom Corn is scarce*

There will be no falling off in the amount of work done with the broom, they must be used, for nothing can take their place, but there will be more quality brooms used in place of the cheaper grades. Brooms are bound to go higher in price than they are now for the Broom Corn crop has been a failure.



Pansy Brooms

are quality-brooms and are having an increasing sale, which will grow as the broom price advances. This is a proven fact, not hearsay; it was proven the last time brooms went up in price from a similar cause. Advise your patrons to stock up with Pansy Brooms now while they are still much below the high-tide mark.

H. W. Nelson & Co., Limited

TORONTO

The Easiest Way in The World

To Handle BANANAS

Save your back and your boy. Don't abuse either when you can shift the lifting to this immensely practical and economical device. It pulls up the bananas like any small block and tackle. But unlike them all, it locks the load in mid-air **the instant you let up on pull rope.**

HALL

Banana Ho

Hoist and Hanger Combined

Nearly a quarter of a million Hall Safety Self-Locking Hoists are used by farmers and others. The simplicity of the **patent lock** has given this Hoist supremacy over all. Now we have nicely adapted it to the needs of the average fruit man. Every fruit man ought to have several. No device has ever been offered which will so simplify his heavy work or so quickly earn its cost in time and trouble saved.

Satisfaction Guaranteed or Money Refunded

If your wholesale grocer or hardware dealer cannot supply Hall Banana Hoists, send us fifty cents for **sample** and we will ship by parcel post under "Money Back" Guarantee."

Hall Manufacturing Co.
Monticello, Iowa



Heavier the Bunch the Tighter the Grip.

Paisley Flour— quick and easy sales

Let your customers see that you stock Brown & Polson's Paisley Flour—ask them to try it once— *and you've made a large and regular buyer.*

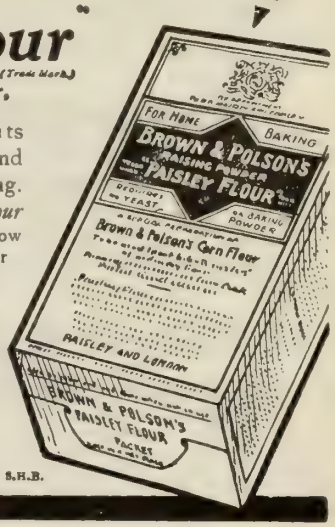
"Paisley Flour"

The SURE raising powder.

is used mixed 1 part with 8 parts of ordinary flour, for raising and improving all kinds of baking. Display Paisley Flour on *your* counter, in *your* window, and see how many customers you will gain! If your stock is low, order a good supply to-day.

CANADIAN AGENTS:
HAMBLIN & BRERETON, Ltd.,
149 Notre Dame Avenue E., WINNIPEG
510 Ninth Avenue West, CALGARY
842 Cambie Street, VANCOUVER
McGregor Specialty Co., TORONTO

Proprietors:
BROWN & POLSON,
Paisley and London, England.



S.H.B.

EASY TO USE EASY TO SELL- KNOX GELATINE





Steady advertising makes KNOX GELATINE easy to sell; each package makes **two full quarts** of jelly,—a big moneysworth that pleases the consumer; you get 15 cents per package for it and make a splendid profit. That's our story in a few words.

"Make KNOX your Gelatine leader"

New, attractive display advertising matter that is sure to increase your sales will be furnished free on request. Write us.

CHARLES B. KNOX COMPANY

JOHNSTOWN, N.Y.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Established 1859.
GEO. STANWAY & COMPANY
Toronto
Ontario representatives for
D. S. PARTHENOPULO
Patras, Currants
Importers of Texan Rices, White Beans, Lentils, Imported Canned Goods, etc.

ON SPOT
Valencia Raisins, Dates, all kinds, and Evaporated Apples.
W. H. Millman & Sons
TORONTO and VANCOUVER.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers.
51-53 Wellington St. W., Toronto

Agencies Wanted
I solicit representation of good Grocers' Druggists' and Confectioners' lines.
M. D. BEARD
15 Jarvis St. TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

MORROW & COMPANY,
Cereals.
TORONTO, - - - - CANADA.
Rolled Oats, Oatmeals, Rolled Wheat, Split Peas, Pot and Pearl Barley, Graham Flour, Buckwheat Flour, Potato Flour, Wheatlets, Cornmeal, Lentils, Beans and Peas, Domestic and Imported; Sal Soda, etc., etc. Write for prices and samples, carloads and less.

Henri de Leeuw, Merchandise Broker,
28 Front St. E., Toronto, Montreal, Halifax; representing Georgiades & Co., Patras, Greece, Currants; Antoine A. Capponi, Smyrna, Sultanas; Jose Romany Aranda, Denia, Spain, Valencias.
Ask me prices, and my special conditions.

ONTARIO.

COLLECTIONS!
Accounts and claims of every nature collected everywhere. Send for free booklet C and forms.
COMMERCIAL COLLECTION CO.
77 Victoria St., Toronto, Ont.

The Condensed Ad. page will interest you

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG.
We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 years.
Domestic and Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers and Importers
"Foster-Clarke's Cream Custard."

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

Hamblin & Brereton
LIMITED
Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.
We call on the Jobbing and Retail Trade.

WESTERN PROVINCES—Continued.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

Ruttan, Alderson & Lound, Ltd.
Successors to
RUTTAN & CHIPMAN
Commission Brokers
WINNIPEG. MAN.

BRITISH COLUMBIA.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver, B. C.

A want ad. in this paper will bring replies from all parts of Canada.

Manufacturers' Agents and Brokers' Directory

(Continued.)



OAKEY'S

The original and only Genuine Preparation for cleaning cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

When writing advertisers, kindly mention having seen the ad. in this paper.

A Wonderful Flavor



MAPLEINE

Sold and advertised from Portland, Me., to Portland, Ore. Order from

Frederick E. Robson & Co.
25 Front St. E.,
Toronto, Ontario.
Mason & Hickey,
287 Stanley St.,
Winnipeg, Man.

Crescent Mfg. Co.
SEATTLE, - WASH.

BRAND **STUHR.**



STUHR'S

CAVIARE

FILLETED ANCHOVIES

(in Brine).

ANCHOVY PASTE.

Sold by all High-Class Provision Dealers.

C. F. STUHR & CO., Hamburg.

Indents through European Exporters only.

QUEBEC.

SPLENDID CONNECTION

Amongst the Jobbers and Retailers

I am open for a few more agencies, and can handle them to advantage.

Have You a Line of Candy Gross Goods?

CLAUDE BEAUCHAMP
223 Commissioners St., Montreal

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S, - - NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.



Sap is about Ready to Flow

The taste for Maple is already here. Your customers are now beginning to long for that deliciously pure

Pride of Canada Maple Syrup and Maple Sugar

the product of the finest maple orchards in the Eastern Townships. **It Is Ever Pure.** Order early.

Maple Tree Producers' Association, Limited

58 Wellington Street, Montreal

Agents: W. L. McKenzie, Winnipeg; S. H. P. McKenzie, Toronto; Oppenheimer Bros., Vancouver.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try **Mathieu's Nervine Powders** yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

WHEREVER



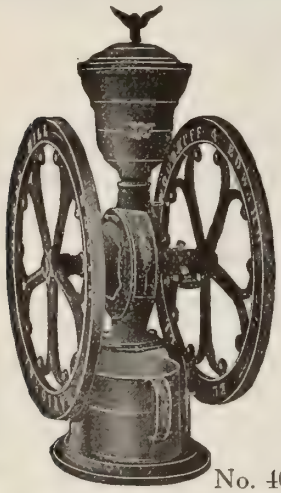
WHENEVER

hands are soiled SNAP is needed

At the Office, Store, Bank, Printer's Factory, Garage and in the home, **Snap** is a daily necessity. It cleans the pores, refreshes the skin, leaving it clean and velvety.

There is a big sale for this quality hand cleaner.

Snap Company, Limited
Montreal



The Elgin
steel-cutting
COFFEE MILL

No. 40

We guarantee the Elgin National Coffee Mill to grind faster than any other mill of a corresponding size. It is fitted with the new style force-feed steel-cutting grinders and a special adjuster. This equipment allows the perfect and instantaneous regulation of the mill and cuts the coffee beans instead of pulverizing them. Our catalog will give you full particulars and show you the various styles we make.
One of our jobbers is right in your territory.

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros.
MONTREAL—The Canadian Fairbanks Co. (and branches); Minto Bros.
QUEBEC—Minto Bros.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); The Codville Co. (and branches).
REGINA, SASK.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
FERNIE, B.C.—The Western Canada Wholesale Company, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.; Empress Manufacturing Co.

MADE BY **Woodruff & Edwards Co.**
ELGIN, ILL., U.S.A.

Of What Benefit

is it to your business in general to stock brands of tobaccos for which there is no demand? No one asks for them, nor do they induce the smoker to become a regular customer of your store for his smoking supplies or for the wants of his household.

The store that sells Rock City lines invites patronage, and it is up to you to get our terms and particulars.
Send that postal to-day.

"Master Mason" Smoking
"Rose Quesnel" Smoking
King George Navy Chewing
"Maple Sugar" Chewing

The Rock City Tobacco Co., Limited
Quebec Winnipeg

It Grows—It Grows and Grows

does the demand for H. P. Sauce. Are you ready to meet it? Remember, the other fellow is, and he will soon be supplying your customers with a good many other things, too! The moral is very simple, very sound.

W. G. PATRICK & CO., LTD., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.





Sultana Brand

Turkish Delight

will produce bigger profits than any confectionery line offered you.

The large quantities consumed and turned out from factory have enabled us to reduce cost.

Agents, Write To-day. Some Territory Open.

Oriental Produce Co., Montreal

W. H. Lyne Usher, Halifax. Watson & Truesdale, Winnipeg



Do you stock Bee Brand Specialties?

Most grocers do, because QUALITY is their strong point.

The attractive get-up of the Bee Brand also creates interest, consequently the goods are half sold while still on your shelves

Write for terms and samples—this is the first step towards bigger business.

Bee Brand

Jellies
Starch
Borax

Satisfaction Guaranteed

FORBES & NADEAU, Montreal, Que.

57 HEINZ 57

This Is the Day of Service

YOU aim to serve your customers by making it easy for them to get what they want in your store.

We aim to serve *you* by creating a strong consumer demand for the 57 Varieties and then helping you to bring that demand to *your store.*

To that end we maintain the Heinz Grocers' Service Department. Ask our salesman how we can increase your sales of Heinz Pure Food Products or write us direct.

H. J. HEINZ COMPANY
PURE FOOD PRODUCTS
PITTSBURGH, U. S. A.

57 HEINZ 57

Grocers' Engineering & Whitmee Limited

MAKERS OF APPLIANCES FOR THE PREPARATION OF

COFFEE, COCOA, CHICORY

ROASTING
COOLING
GRINDING

Sixty sizes in eight types. Window plants a special feature.
An important matter for which we have efficient appliances.
An unequalled range of grinding mills to meet all needs.

TEA

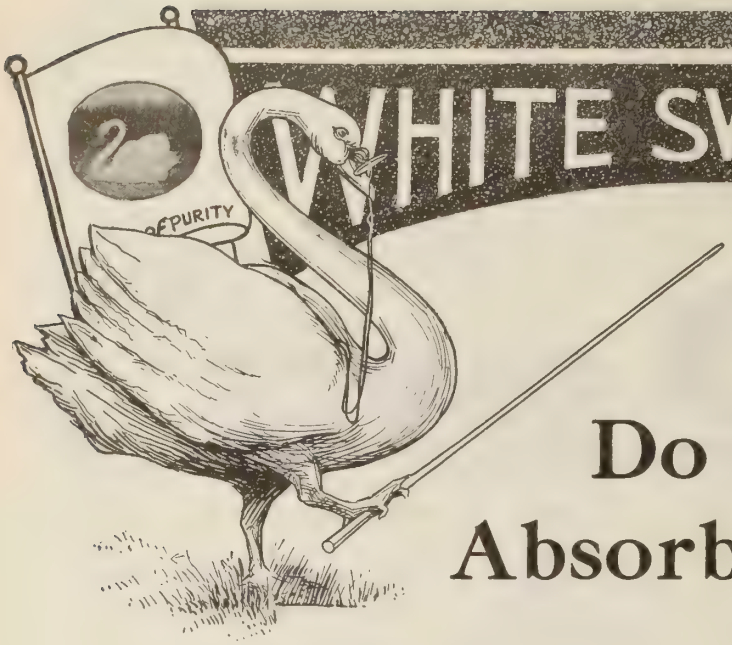
CUTTING
BLENDING and STORAGE
PACKING

The experience afforded by many years' association with the requirements of the trade has improved our original machines, and long use by many of the foremost houses confirms their efficiency and reliability, both in product and mechanical construction.

Fruit Machinery, Powder Mixers, Sifters, etc.

ON H.M. WAR OFFICE AND ADMIRALTY LISTS

Cole Street, Swan Street, London, S.E.



No. 4

Do Eggs Absorb Odors?

Shells are porous.

It is not a commonly known or recognized fact that the shell of an egg is exceedingly porous, especially for the first two weeks after being laid, and yet it is one of the first things that the grocer's apprentice should be taught when starting in to learn the business. It is an absolute fact that eggs absorb odors.

Absorb odors.

Being porous, the shell very readily absorbs foreign odors with which it comes in contact, with the disastrous result that the fine, fresh flavor of the egg is depreciated, causing it to have at least a stale taste and perhaps worse —a distinctly foreign flavor.

Keep away from fruits.

Few people are fond of eating oranges with the egg course at the breakfast, and this is just what they will get—an egg with a distinct orange flavor if the grocer keeps his fresh eggs too near his orange stock or for that matter any other highly aromatic fruits and vegetables, such as lemons, apples, celery, onions, etc.

Bad packing.

Fresh eggs should never be kept in boxes made of odorous resinous woods. Boxes or baskets lined with new straw or newspapers, thoroughly dry, clean straw or dry excelsior is the best so long as the air can circulate freely through the eggs from all sides.

Keep in dry place.

A cellar if damp and musty or any warehouse is most ruinous to eggs which is permeated with fumes of oil, etc. Quality as well as the freshness of eggs depend upon how well they are kept as much as the breed of fowl that lays them and the length of time they have been laid.

Eggs to-day form an important part of the daily diet in the average home and with the price always at the top-notch figure through the increasing demand and lack of supply of new-laid eggs, the grocer will find that a little care in the matter of keeping his stock will increase his trade for these goods and incidentally bring more business for other lines.

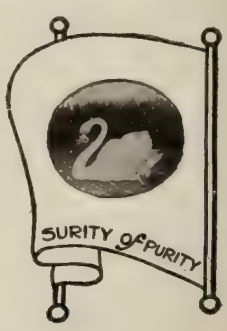
Quality to-day appeals more to the average housewife than quantity, and if the grocer keeps this fact in mind he will greatly increase his sales and promote a feeling of confidence among his customers. Well-kept fresh eggs, backed with the high quality of White Swan Baking Powder, will surely win the favor of the home baker for you. White Swan Baking Powder contains phosphate, bi-carb, soda and starch in their purest form. These ingredients not only give the best results in raising power, but produce a quality in baking that no other powder has ever done.

SEND FOR "WHITE SWAN" CATALOG



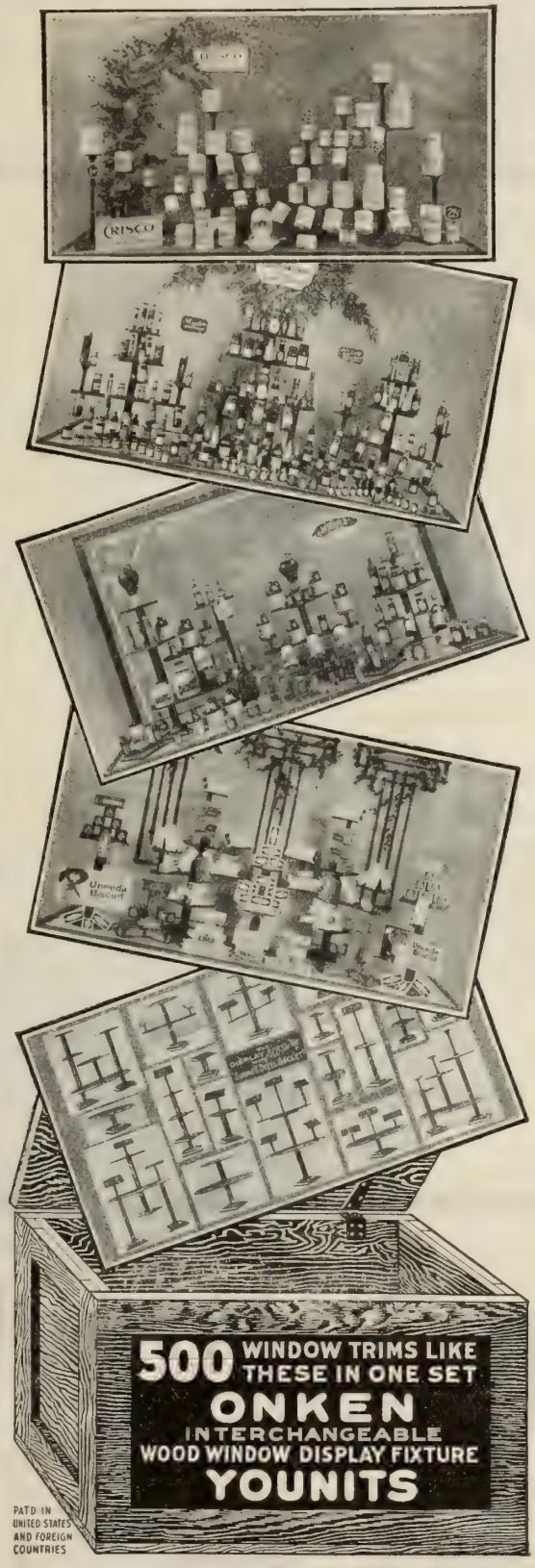
WHITE SWAN
SPICES & CEREALS, LIMITED
TORONTO

Read "White Swan Logic" next week on "Your Word Goes"



OUR NEW CONSTRUCTION—THE FIXTURE WITH THE "SUNKEN STEEL SOCKET." THERE ARE NO SCREWS SCREWING INTO WOOD

Make Your Show Windows Pay Your Rent



The Storage Chest. The 89 YOUNITS that make up this set are put up in A HARDWOOD, HINGED LID STORAGE CHEST (oiled finish). A good place to keep any part of the set that is not being used.

Many Sales are made from the Sidewalk

This particular set of Interchangeable Window Fixtures will make the finest of Window Trims—will display your merchandise to a "Selling Point," will give you snappy trims which will attract local and transient trade. This set affords quick and frequent changes.

Read further about this wonderful

Set for Grocers

Hundreds of Trims. With this set over 500 original trade-pulling window trims can be made and at no time making any two alike, besides hundreds of standard and odd window fixtures can also be made.

Can't Wear Out. ONKEN YOUNITS are now made so they can-Socket," takes the place of the old construction. There are now NO Screws Screwing Into Wood. They will now last for many not show any wear. The NEW construction, the "Sunken Steel years. The construction is sturdy and high-grade throughout. Simplicity in detail is the principle.

A Book of Window Trims Included. A large, beautiful book of many captivating trims made with this set will be sent FREE with this set. This book is a help to any window trimmer.

Made of Oak. The entire set is made of thoroughly Kiln Dried Oak, the metal parts of cold rolled steel, each YOUNIT is accurately machined to fit right and made interchangeable.

Our Guarantee. We guarantee to replace this set FREE of CHARGE any time within one year if it proves defective in any way through construction or parts not fitting satisfactorily.

Our Standard Finishes. We will ship this set in either Weathered, Golden or Antique Oak, all in a soft, mellow wax non-scratchable finish.

Window trimming becomes easy with a set of these fixtures to help you. You will never be taxed about "what kind of a trim to make next."

Price for the Full Set No. 20 $35.00 NET

F. O. B. Hamilton, Ont., Canada

Order thru your JOBBER OR DIRECT

THE OSCAR ONKEN CO.

No. 481 W. 4th Street Cincinnati, O., U.S.A.

Quick Shipments. Address All Correspondence to Cincinnati. Send for Younit Catalog.

Stock carried in CANADA, ENGLAND and AUSTRALIA

"Telfer's"—the buy-word for Biscuits

New varieties—that appeal to the popular taste

There's a wealth of good quality ingredients used in the manufacture of the new, dainty Telfer "English" Biscuits. They are a hard, sweet delicacy, exceedingly wholesome and very palatable. They are particularly high-class, and sell at a popular price.

You will find that the distinctive and pleasing flavor will result in a big demand for Telfer's

ENGLISH

These biscuits are made in our new Toronto plant—supervised by expert bakers—equipped with the most modern imported machinery and English Ovens, situated on the top floor to insure absolute sanitation.

Get your stock now. It will pay you well.

Telfer Bros. Limited

Sterling Road, TORONTO, ONT.

Branches :

COLLINGWOOD, BRANTFORD, HAMILTON, WINNIPEG, FORT WILLIAM, EDMONTON



Turn Your Money Over Faster
Sell The Tea The People Want

When the cost of living is high, turn your stock over faster and oftener. Melagama Tea has the peculiar faculty of moving quickly. This will help along any business.

Don't waste time with slow sellers. They cost money to handle. Pin your faith to the old reliable Melagama "quality tea." Bear in mind the sale of Melagama is absolutely guaranteed or your money is refunded. Ask for particulars. We ship orders the same day as received.

Don't forget our bulk teas—the best value for the least money.

MINTO BROS., LIMITED

45 Front St. East, Toronto



Our comparatively small overhead charge enables us to produce

Supreme Quality

thereby giving the Merchant and Consumer the advantage in profit and quality.

GLASSCO'S invite comparison and guarantee supreme quality

Jams, Jellies, Marmalade, Grape Juice, Catsup

Preserving Plant situated in the Famous Oakville Fruit District

GLASSCO, LIMITED, Hamilton and Oakville

WE INVITE CORRESPONDENCE

A Barr Account Register Means Less Work and More Money for You!



¶ INSTAL a Barr Account Register and give your customers an opportunity to pay instead of keeping them waiting for periodical statements—provide handy information that will enable you to keep your credit accounts within the limit set—give a full statement of account with each purchase.

¶ IN short use the Barr Register System to push your collections, "**get your money in.**" The money from your "slow pay" accounts will enable you to reap the advantage of every discount that cash can bring in buying your stock. Why not adjust your accounting methods and reap the benefit?

¶ Barr Account Register made in counter cabinet or floor cabinet style will make more money out of your credit business than you have hitherto made—by cutting out the bad accounts, by reducing labor, by saving time.

Write us to-day, it means money to you. Your writing will not obligate you in any way.

Special Notice

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

Barr Registers Limited

TRENTON, ONT.

Great Britain: Head Office, Dacre House, 5 Arundel St., Strand, London, W.C. Factory, Birmingham, Eng.

ASK FOR

DAPHNE

BRAND

SEEDED RAISINS

Your Customers like them

PACKED BY
GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS
ROSE & LAFLAMME, Limited
MONTREAL

Be sure you get

BERTRAND'S MACARONI

It is the finest imported grade, being made of the famous Taganrog (Russian) wheat under the strictest supervision and amid the most cleanly and sanitary surroundings. Let the name **Bertrand** be your guide in buying macaroni.

Order well ahead of your needs, from your wholesaler, the demand is big and growing.

Manufactured by

BERTRAND & CIE

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Sole Agents for Canada and United States,

Henri Jonas & Company

Montreal

J. F. EBY, President HUGH BLAIN, Vice-President

GROCERS AND TEA DEALERS

DON'T GAMBLE. BUY GUARANTEED BULK BLENDS.

Every dollar you spend in our Standard Blends will bring profit. You run no risk. Our guarantee protects you. Perfect satisfaction or return at our expense.

STANDARD BLENDS—ALWAYS UNIFORM.

			COST	SELL
2	STAR	Black, Green or Mixed.	19 cents	25 cents
3	DIAMOND	Black, Green or Mixed	22 "	30 "
4	STAR	Genuine English Breakfast Tea .	27 "	40 "
5	STAR	Black, Green or Mixed.	27 "	40 "

EBY-BLAIN LIMITED, TORONTO

Wholesale Importing and Manufacturing Grocers. Coffee Roasters, Spice Millers and Tea Blenders to the Trade.

There is None to Beat



For over half a century this Baking Powder has—and is NOW—recognized as a leader for excellence, purity and highest quality.

It is made from PURE GRAPE CREAM OF TARTAR and is **absolutely free** from Alum and other deleterious substances.

MADE IN CANADA

W. D. McLAREN, Limited, Montreal



Get this fellow working for you

Right now, during the Spring housecleaning season, **Bull Dog** Specialties will pull and hold good trade to your store. The profit makes it worth while stocking these lines.

Bull Dog Cleansers

Clean up everything

Bull Dog Ammonia Powder, **Bull Dog** Chloride of Lime, **Bull Dog** Borax, **Bull Dog** Liquid Blueing, **Bull Dog** Liquid Ammonia.

Order you supply now.

The John B. Paine Co., Ltd.

TORONTO, Ont. MONTREAL

AGENTS:—Marshall Brokerage Co., London, Ont.; W. Lloyd Lock & Co., Winnipeg; Jackson's, Ltd., Calgary; Geo. C. Benjamin, Edmonton, and all wholesale houses.

A hot summer is predicted—

What will this mean to you? How are you going to meet the spoilage problem? Now is the time to decide. By installing an Eureka you will not only save the many dollars, which in many cases run into hundreds each year, but you will have the benefit of the sales-pulling power of good display of perishables.

The Eureka is backed by practical experience in refrigerator building, extending over 28 years. They are built on the most improved scientific principles of pure dry air refrigeration. Every Eureka is absolutely guaranteed. It is the most popular refrigerator and is endorsed by all the best grocers and butchers throughout Canada.



Catalog and prices on request

Eureka Refrigerator Company
Limited
31 Brock Ave.
TORONTO

Don't Shoot at Random!

If your are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for quality, and carry the best trade with them.

Packed for export in air-tight tins. Send an order to the nearest agent.



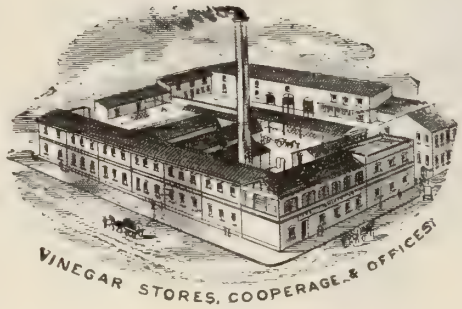
AGENTS:

Wm. H. Dunn Montreal and Toronto

Hamblin & Brereton, Ltd. Winnipeg and Vancouver, B.C.

T. A. MacNab & Co., St. John's, Newfoundland.

CARR & CO. CARLISLE ENGLAND





Mr. W. E. Wigmore
(Special Representative)



PRELIMINARY NOTICE

During April and May our Mr. W. E. Wigmore, straight from this country, will visit all centres east of Winnipeg.

He will carry special low quotations for our guaranteed Pure Malt Vinegar and High-grade Sauces for Summer delivery—it will pay you to inspect his samples and hear what he is coming across the "herring pond" to tell you.

Let us get into touch. Your letter heading pinned to this advertisement and addressed to us will bring our representative straight to you.

FARDONS' VINEGAR CO., LIMITED

BIRMINGHAM, ENGLAND

Pure Malt Vinegar Brewers and Manufacturers of Worcestershire Tomato and Fruit Sauces.

ANOTHER EXTRAORDINARY GAIN

The week ending March 21st, 1914, showed

An increase of 57,451 pounds

over the corresponding week of last year.

How is it we are able to record these phenomenal increases, week after week?

How is it that we have actually DOUBLED our business in the past four years?

ISN'T IT THE LEGITIMATE REWARD OF

QUALITY

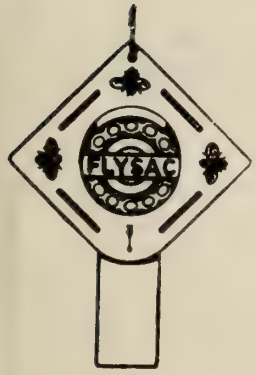
"SALADA"

TORONTO, MONTREAL, LONDON (Eng.), NEW YORK, BOSTON, DETROIT, CHICAGO, BUFFALO, PHILADELPHIA, PITTSBURG.

"Flysac" Flycatcher

(British made)

Get in a supply early. Don't wait till the pests are here, but educate your customers to have Flysac handy and ready for use.



Thoroughly Sealed
No drip in house or store
Ribbon evenly coated

100% Profit **100% Profit**

70c per box of 50 pieces
Special discounts on quantities

HODGSON, SUMNER & COMPANY, Limited, MONTREAL

Exclusive Agents for Provinces of Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island



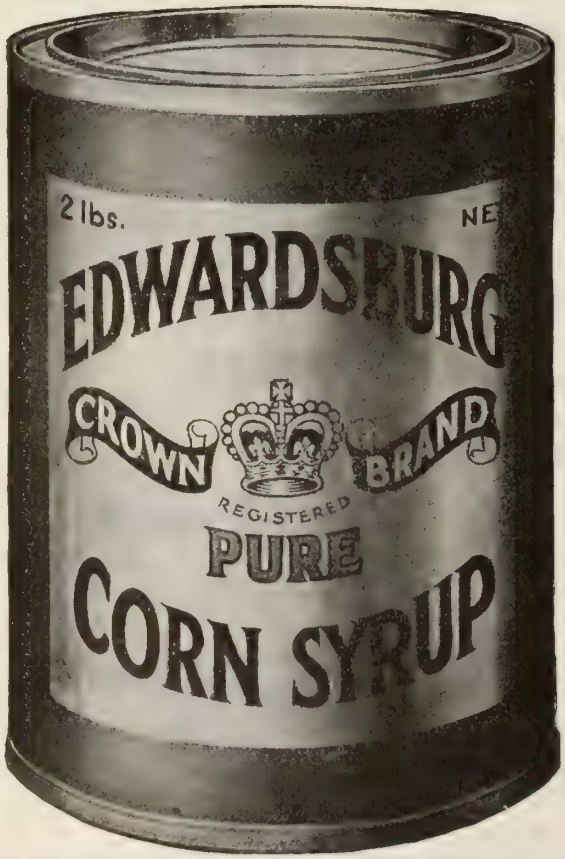
One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited
Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street



Successful Sales

are those which are backed up with the right goods.

Crown Brand Corn Syrup

once sold to a Customer means **repeat orders.** You can particularly recommend CROWN BRAND to those of your customers who have growing boys and girls.

Have you enough "CROWN BRAND" on your shelves?

We will ship your order promptly

The Canada Starch Co., Ltd.
Manufacturers of Edwardsburg Brands
Works: Cardinal and Brantford

CANADIAN GROCER

VOL. XXVIII MARCH 27, 1914 No. 13

Time for Selling Fly Destroyers Near at Hand

Dealers Should Fight This Menace and Help Customers do the Same—Startling Facts Regarding the Rapid Reproduction of This Dangerous Insect.

WITH the opening up of the spring we must be prepared to resume the warfare against that menace to our health and happiness, the house-fly. It is a campaign in which our self-respect and our common sense demand that the watchword be "No Surrender." The danger of infection with disease from this insect is exceeded only by the rapidity with which it multiplies.

The enormous fecundity of the house-fly is perhaps much greater than many people imagine. The rapidity of its reproduction is due to two causes: first, the universal prevalence of substances suitable for the nutrition of larvae and in which they develop; second, their early maturity. House flies breed in any decaying matter of vegetable or animal nature and in stable refuse if conditions of temperature and moisture are suitable. Fermentation is an almost universal condition of all substances in which the development occurs. Stable refuse, straw, old woolens, cottons, mushrooms, and garbage of decaying vegetables, fruits and food stuffs are the principal breeding grounds. Flies will breed at any time when heat and moisture conditions are suitable. This generally happens in the summer, but it is not uncommon for flies to breed in the winter when unsanitary conditions exist.

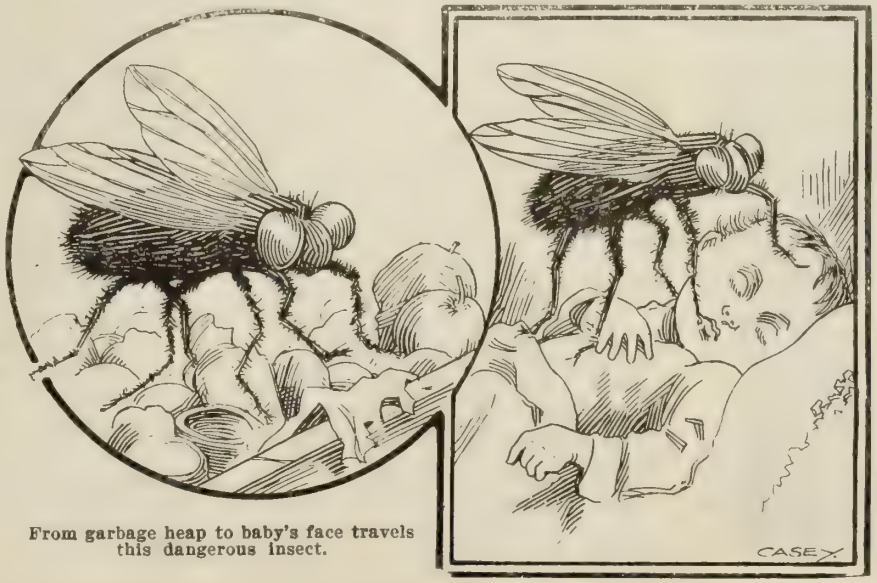
Reproduction is Startling.

It has been estimated by scientists that one female fly lays at one time 150 eggs. These eggs take about ten days to hatch and mature, and are ready then themselves to reproduce. Allowing that half of these are females, there are 75 of them to lay a second batch of eggs. If each of these 75 females lays 150 eggs, the result is 11,250 flies, which in another ten days are matured. If half of this second batch are females that will give us 5,625 to lay eggs. Allowing that each of these lays 150 eggs, we have a total of 843,770 flies, the descendants in thirty days of the one female fly with which we started. Those who have studied the matter say that each female fly produces about five batches during her lifetime. With multiplication like this going on all summer, if any danger can be attributed to flies, just think how much can be attributed to each female which is allowed to breed. It must be remembered that these figures are based on scientific observation, they are not guesswork. They have science to back them.

Deadly Disease Carriers.

Now what are the dangers from the house-fly as regards disease? It has been proven that flies carry infection in two ways—internally and externally, and also that owing to the structure of their legs and bodies nothing can prevent them carrying pollution. The very materials which the fly frequents for feeding or breeding purposes are full of disease germs, and as the legs of the fly are like fine brushes, a great deal of matter adheres to them and cannot be cleaned off. Then, again, the fly while digesting its food, which is often composed of germ-infested matter, regurgitates or vomits, and in this way, besides the ordinary excretions, infected matter is left in various places that the fly may visit. "Observation has clearly shown," says a well-known Canadian authority, "beyond the shadow of a doubt, that a fly will travel over 700 yards within two to three days, giving plenty of opportunity for the carrying of infection to places at a considerable distance; and, in fact, it may safely be said that owing to its habits and bodily structure no fly is at any time free from infection."

The danger from flies as agents in carrying disease bacilli can not be overestimated. Flies have frequently been seen in summer sitting on dining tables and other places with their feet still white from chloride of lime which had been spread on stable refuse, etc., etc. That the white material was chloride of lime was proven by chemical tests. When one considers the cuspidors and other objectionable places which flies frequent, maybe some hundred yards away, and then come to sample the butter, drink of his milk, nibble his sugar, and regurgitate on our bread and meat, no decent person will feel like tolerating such insects around the house or store.



From garbage heap to baby's face travels this dangerous insect.

As Deadly as War.

During both the Spanish - American and the Boer Wars it was concluded by experts that flies had caused tremendous loss through infecting soldiers' food with typhoid germs. The same danger has been shown from them carrying tuberculosis germs, and flies have been examined which, twenty-three days after being ex-

(Continued on the next page.)

Latest Ontario R.G.A. Convention Information

Temple Building, Corner Bay and Richmond Streets, Toronto, Will Be Place of Meeting This Year—Reduced Railway Rates—Question Box Again.

Officials of the Ontario Retail Grocers' Association announce that the annual convention on Tuesday and Wednesday, April 14 and 15, will be held in Room No. 1 of the fourth floor of the Temple Building, corner Bay and Richmond Streets, Toronto.

President D. W. Clark sends out the request that as many as possible of the retail grocers of Ontario be present and that they bring along with them some question, resolution, new idea, etc., to be discussed. Last year the Question Box was considered one of the best features of the convention. As previously announced, this will again be in evidence and it is hoped that even more questions will be sent or brought in. Secretary W. C. Miller has already received a couple from Ontario grocers, so that evidently the interest shown in this portion of the convention will be keener than last year. He suggests that any who desire may send the questions care of Canadian Grocer. Particularly is this request made to those who may not be able to attend.

The executive is making arrangements for a couple of prominent speakers but announcements of these will be made later.

Railway certificates will be issued same as last year; further particulars will be given on this later.

This year Tuesday and Wednesday will be devoted entirely to business while those remaining over until Thursday will be given an opportunity to visit some of the local factories and other points of interest.

One of the questions to be decided upon, will be the appointment of a permanent organizer—a recommendation passed on by the executive committee.

(Continued from last page.)

posed to infection, still carried disease bacilli. What a horrible thought, then, that the flies which are seen crawling over our meat or feeding from the butter or milk or cheese have probably just come from the repulsive cuspidor or from a garbage box in a near-by lane.

Where the Merchant Comes In.

No grocer who pretends to be at all clean himself or to have the health of himself or customers at heart can afford to be inactive on such a matter. In the first place, all substances which serve as breeding places for flies, such as stable refuse, decaying animal or vegetable matter, old rags or paper, must not be allowed to accumulate or even exist in or around the store or premises. In this way he will not only help to keep his own place clear, but by removing breeding facilities will help in the war of extermination. Here is a good place where disinfectants, such as chloride of lime and iron sulphide sprays, may be used.

Then, too, by using fly netting freely he will prevent, as well as he can, the possible transference of infection to his goods, such as ham, cheese, confectionery, etc.

And last, but not least, the ordinary well-known fly destroyers must be used. When one considers that every female fly destroyed now means over 800,000 less in a month's time, it is certainly a strong incentive.

Get Customers Interested Early.

Missionary work as regards sanitation and good business can easily be done amongst customers and large sales of fly destroyers should result. If every mother were only brought to think that the fly crawling over her baby's ruby lips or sipping from his mug of milk had just come from some of the places mentioned and was probably depositing on those lips dangerous germs, she would soon array all her forces against the fly. The same would be the case with every person who tries to live in a sanitary way. No person willingly exposes himself to infection from typhoid or tuberculosis and when a grocer once takes pains to inform his patrons of the danger which goes with each fly he should not have difficulty in disposing of a large stock of fly destroyers. It is not only his duty but also his opportunity to do so. This education of the public may be done in several ways. By large cartoons showing the fly drinking at a dirty cuspidor and then in another place the same fly much enlarged walking over some food with magnified particles of sputum on its legs. Use too might be made of the figures given above showing the rapid reproduction of the fly. This might be done in a pictorial fashion by a sort of tree with one fly as the root and numbers showing the increase within thirty days.

Now is the time for the grocer to prepare for the campaign so that when the first flies begin to show themselves he and his customers can be on the job. Mindful of the fact that one fly killed at the beginning of the season means several million less later on, let him be on the watch to kill the advance guard himself and to enable his customers to do the same.

DEATH OF HON. WM. PATERSON.

Hon. Wm. Paterson, ex-Minister of Customs and founder of the biscuit firm of William Paterson & Son, Brantford, Ont., passed away last week at the age of 75 years. Mr. Paterson has long been prominent in the political history of Canada, his last important act having been the carrying on of the reciprocity negotiations, together with Hon. W. S. Fielding, at Washington, which resulted in the defeat of both and the overthrow of the Laurier Government in September, 1911.

CANADIAN PACKERS OPEN BRANCH IN NEW YORK.

Much has been said lately in connection with the invasion of Canada by United States packers, but now we have a reversal of this. The trade will be interested to know that Gunns Limited, West Toronto, have established a branch distributing warehouse in New York City. This was found advisable in view of the trade in the Middle States for some of their products.

Western Merchants on Trail of the Dead Beat

Some Lively Discussion at Big Moose Jaw Convention on This Important Subject—Banking, Another Problem Dealt With—Swift Current and Saskatoon After Next Meeting.

By wire from staff representative.

Moose Jaw, Sask., March 25.—Some four hundred delegates from all parts of the province are in attendance here at the annual convention of the Retail Merchants' Association, Saskatchewan Branch. Up to last night the discussion was lively. Particularly so has this been the case on the paper read by W. F. L. Edwards on the subject of Credits. This is one of the livest questions in the West, and the merchants during the last couple of years are working more determinedly to eliminate the vast losses caused by people who will not pay their bills.

J. L. S. Hutchinson, of Saskatoon, spoke on banking, collateral security, etc.

Invitations for next year's convention came from Swift Current and Saskatoon, and considerable discussion took place on this. At time of writing this question had not been settled, but a full report will be forwarded for next week's issue.

Work of the Past Year.

The Saskatchewan branch of the Retail Merchants' Association was organized a year ago at a large convention in Regina, Sask., with F. J. Bole, Regina Trading Co., as president. Other officers elected were: T. J. Agnew, of Agnews, Ltd., Prince Albert, as first vice; W. W. Cooper, of Cooper & Co., Swift Current, as second vice, and J. L. S. Hutchinson, of the Saskatoon Hardware Co., as treasurer. F. E. Raymond, of Saskatoon, was made provincial secretary.

During recent months the association had two organizers in the Province, one of whom, J. M. Brayley, took up the work in August last, but as it would have taken a great deal of time to cover the Province with only the one organizer, it was decided to place another on the field. R. M. Jewell was therefore engaged in November last, and as a result, there are in Saskatchewan alone over 1,400 members and the organizers have been adding to these at the rate of from thirty to forty every week.

The way the organizers have been working has been to call a meeting at the largest of several towns in easy reach of each other and appoint officers to form a local branch. The merchants then in the towns which come under that local branch, turn in lists of their customers, with their ratings on each to the local secretary, who, in turn compiles a list of all the names he has with the rating on each, and hands a copy of that list to all members. In this way it is possible to keep track of those parties who live within reach of several towns or villages, and who exhaust their credit in one place and then go and repeat the performance elsewhere.

In addition to this there is the credit reporting department which is situated at the provincial head office in Saskatoon. This department issues collection letters to all the members who apply to them. These letters are in two portions and the member fills in the stub giving all the particulars as called for, and sends the other part to his debtor. In many cases the first letter is sufficient to bring in the money or at least to have arrangements made for payment, but where this is not done the stub is turned in to the Saskatoon office and a second letter is issued from there. This second letter gives the debtor fifteen days to arrange settlement, and if at the expiration of that time no adjustment has been made, the debtor's name is reported to Toronto, for publication on the list of delinquent debtors, a copy of which list will, in due course be placed in the hands of every member in that Province.

Since the first of November last up to the 15th of February, there have been reported to the officials as being paid through the results of the collection letters issued by the Credit Reporting Department no less than 411 accounts representing a total amount of $15,968 and during the same time there have been reported to Toronto for publication on the list of delinquent debtors some 1,470 names representing a total amount outstanding to the members of $64,114.

Much Outstanding Money.

These figures are just three months' work of the credit reporting department, and from less than 20 per cent. of the present members of the association. If every member had sent in his collection letters' stubs, these figures would at a low estimate have been trebled. Even then that would only have represented less than 15 per cent. of the merchants in the Province. With these figures to work upon, it does not need a great deal of reasoning to realize the money which must be outstanding on the books of Saskatchewan's merchants. The genus "dead-beat" is evidently abroad in the land all the time and in ever increasing numbers.

Through the efforts of the association the first piece of legislation ever obtained by the merchants of Saskatchewan as a body came into force on the 15th of February last. This was the Small Debts Act and while this is claimed to be a great improvement over pre-existing conditions, it was hardly what we wanted. Still it is recognized as a start.

At the next sitting of the Provincial House there will be several matters brought up such as Continuous Garnishee, Unfair Advertising, etc., etc.

Saskatoon has alone a membership of 105, and has a rating system whereby any member who is approached for credit, has just to telephone to the office of the association, and if the particular party is not rated, within a very short time the applying member can be assured that he will receive authentic information to guide him in his judgment as to granting the credit or not.

The Saskatoon branch at the present time has several matters before the city council such as licensing transient traders and improving the city market, and is taking up the question of free telephone service to nearby towns, rural free mail delivery, and numerous other items of interest to the local retail merchant.



F. J. BOLE, REGINA, SASK.
Who Presided at the Big Convention in Moose Jaw.

NEW ENCYCLOPEDIA FOR GROCERS.

Every conceivable article from A to Z that may be sold in the grocery store is thoroughly described in "The Grocers' Encyclopedia" (by Artemus Ward), which has just come to hand. This is a book which would form a handsome addition to the library of any merchant handling foodstuffs and allied products.

Bound in strong cloth, it contains 748 pages on the subject of origin, growth, description, manufacture, etc., of these goods. Practically every page contains one or more half-tone or line-cut illustrations and a great many are in the original colors of the articles themselves. These illustrations make the book one of extreme pleasure and profit to anyone, and particularly to the man who sells the goods described and illustrated.

This encyclopedia not only covers all articles ordinarly handled by fancy and general grocers, but a wide range of information on other subjects more or less connected with the trade.

The author aimed to make the text as concise as possible while retaining the most interesting points on the cultivation, manufacturing, marketing, etc., of the principal staples. He also aimed to eliminate purely technical terms — chemical, botanical, etc.—except where absolutely necessary. This makes it a particularly readable one for the trade.

There is an appendix at the end containing a dictionary of all common food names in five languages, an explanatory list of the principal French culinary and bill-of-fare words and phrases in general use, as well as tables of weights and measures.

Further information may be secured by writing this paper.

An attractive show-card has come to hand from Lindners, Limited, representing their orange marmalade which they recently put on the market. This consists of a plate of Seville oranges in a cut-glass dish beside a tumbler of marmalade with some shown on a pretty rose-rimmed plate. The card includes, blue, yellow, orange, brown and red colors.

Canadian Grocer was recently shown an interesting post card photograph taken of the front of a grocery store in Cooperstown, N.Y., after the blizzard of March 1 which shook up many parts of Canada so badly. The only portion of the store front visible is the door and this is to be seen through a natural tunnel in the snowbank. The one part of the picture which proves the establishment behind the snow bank is a grocery store, are the words on the door "Salada Tea."

Easter Window Display Contest

Your Easter window this year will be better than ever. You have plans laid for a trim that in your opinion will surpass any similar display that has gone before.

Enter it in **Canadian Grocer's Easter Window Display Contest.**

All that is necessary is to send in good photograph with description on back or on separate sheet of how it was constructed and what it contains. In addition to helping your confreres in the trade from coast to coast, the fact that you come into the contest makes you a better window trimmer.

Twenty Dollars in Prizes.

There will be six prizes given the successful winners. The contest will be divided into two classes —one for grocers and clerks in cities over 10,000 population, and the second for centres under 10,000. This gives dealers and clerks in the smaller places a contest of their own—they do not compete with stores in the big cities.

There will be 3 prizes in each class—$5, $3 and $2 respectively, making $20 in all.

To Further Cause of Window Trimming.

This competition is being operated by Canadian Grocer to further stimulate interest in window dressing. For years we have aimed to present to our readers the very best there is in Canadian grocery window trimming and with your help we feel that much has been accomplished. With your further co-operation by coming into this contest, the good work will be perpetuated.

Decide now to get in on the money—it will be well worth your while.

Photograph should be about 8 inches by 10 inches in dimensions for best results.

Get the picture taken as soon as the Easter window is in. Good Friday comes on April 10. Contest closes April 20.

Write

The Editor, **CANADIAN GROCER,**

143-149 University Ave., Toronto.

Made Success of Buying Eggs on Quality Basis

Norwood, Ont., Dealer Tells How the New System Brought in the Eggs from Surrounding District—Government Representative Believes the Merchant Holds Key to Elimination of the Bad Egg.

W. H. AULT, of the Live Stock Branch of the Dominion Department of Agriculture, is very much interested in the elimination of the bad egg question. A few days ago he called at the Toronto office of Canadian Grocer to talk this problem over. He is a firm believer in the power at the command of the retail merchant in city, town, village and cross-road country stores, to elevate the standard of quality of the egg.

"I attended recently," he said, "a banquet in Lindsay, Ont., at which a number of retailers were present. Among them was a Mr. Squire, of J. L. Squire & Son., Norwood, Ont., merchants, who gave us in the course of a talk an experience that was a revelation to many.

"He told of how last year he had adopted the policy of paying for eggs strictly on a quality basis, and how successfully it had been worked out to both farmer and merchant. J. L. Squire & Son, decided that they would buy no more eggs promiscuously. Every egg must be carefully candled and paid for according to quality which meant of course that the rotten egg was absolutely worthless.

Higher Prices Were Paid.

"To do this and still retain the large egg trade which this firm enjoyed, they had to add a special consideration. This was an increase in price. Mr. Squire told us at that banquet that his firm had paid last year from 1 to 4 cents per dozen more for good eggs than the prevailing price of "eggs" at various times. They advertised that they would make Wednesdays and Saturdays "egg days," and that the higher prices would be paid for strictly fresh and clean eggs.

"The farmer came in swarms and the biggest portion of the trade of the district was secured. J. L. Squire & Son instead of finding the farmer difficult to approach after deciding to refuse all inferior stock at the regular rates, on the contrary, discovered that the premium on the better, cleaner and fresher eggs got him to market his eggs in the best possible condition.

"From what I hear," added Mr. Ault, "the egg trade of the entire Norwood district has been revolutionized, and I hope that other merchants will see their way clear to emulate this good example."

Shrinkage Now Enormous.

The statement has frequently been made that the annual shrinkage in eggs is equal to 17 per cent. of the entire productionn. Mr. Ault says that this percentage is based on United States statistics, and that he firmly belives the percentage of loss in Canada would equal 20 per cent. of production. This is indeed a shame when one considers the food value of the egg, which is such a nourishing diet for young and old, healthy and sick.

The Government representative, however, claims that there are evident signs of improvement during the past couple of years. The agitation going on among the farmers for a better egg is bearing fruit. It is recognized of course that the farmer is the chief cause of the trouble, and that if he could be prevailed upon to market eggs only when they are fresh there would be more eggs sold, the prices would be lower and the profits larger. While the good work is being still carried on among the farmers, yet Mr. Ault believes that the merchant really holds the key to the situation.

"It is argued, of course," he says, "that if the merchant attempts to buy eggs from farmers on the loss-off or on the quality basis, they will take them some place else. But the Norwood case tends to disprove that, because Squire & Son are getting a big share of the egg trade in spite of the fact that commission and wholesale houses send out their own buyers into that district. If the farmer knows it is going to help his pocket, then he will market fresh eggs.

Show the Farmer More Money.

"I believe more in buying eggs on a quality basis rather than on the loss-off system. In the latter case the farmer thanks he is losing money, but in the former he knows that his prompt action is making him money."

It was added by Mr. Ault that the department was aiding both the trade and the farmer in supplying pasteboard egg candlers free of charge. He asked Canadian Grocer to announce that any merchant could obtain a supply from the Live Stock Branch, Department of Agriculture, Ottawa, by simply writing a letter. These could be distributed among the farmer customers. Slogans neatly written on show cards about the store, exhorting the farmer to pay more attention to his eggs, should help considerably to propagate the good work.

Better, cleaner and fresher eggs are needed to elevate the standard of the trade in Canada. Let each one assist.

EGG SLOGANS.

Mr. Ault suggests that retail merchants who purchase eggs from farmers on a quality basis, use some slogan that can be hung up somewhere in the store to catch the eye.

Canadian Grocer submits the following suggestions:—

THE BETTER THE EGG, THE HIGHER THE PRICE.

ELIMINATE THE BAD EGG. TREAT THE EGG RIGHT.

LOOK! MORE MONEY IN GOOD EGGS.

A BETTER PRICE FOR THE QUALITY EGG.

MERCHANT TO INTRODUCE GARNISHEE AMENDMENT.

Secretary Wm. C. Miller, of the Ontario Retail Grocers' Association, interviewed Hon. J. J. Foy, Attorney-General for Ontario, last week in regard to what was being done to amend the Garnishee Law. The secretary was advised to see J. R. Dargavel, member for Leeds, who is not only a prominent member of the Government, but is in the retail business when at home in Leeds. Mr. Dargavel expressed sympathy for the proposed amendment, and when shown the signatures to the petition which was circulated last year, and after going into the question with Mr. Miller, agreed to father a bill requesting a change in the present law, which now says that only moneys coming to an individual over $25 are subject to garnishee. He suggested that the signatures to the petitions be classified according to constituencies so that each member of the legislature could be confronted with the names of his own constituents who favor the change.

It is quite likely, therefore, that notice of a bill covering the proposed change will be seen in the course of a few days as the time limit for these notices ended the early part of this week.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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PUBLISHED EVERY FRIDAY.

TORONTO, MARCH 27, 1914

BIG STORES USING PARCEL POST.

FROM A FARM PAPER advertisement of the T. Eaton Co. the following is clipped:

THE NEW PARCEL POST RATE SHOULD INTEREST YOU.

With the new parcel post rate now increased to the 11-lb. limit you have a further opportunity to save on your EATON purchases.

This illustrates what this big concern is doing to get after the farmers' trade in your district as well as in every other district of the country. If the Eaton Company can to advantage send out goods to the country by parcel post, why can not every merchant who serves the people in the surrounding district? The retailer, too—outside the radius of 20 miles from the cities in which the mail order houses are located—has the distinct advantage of a low rate for parcels up to eleven pounds in weight. If the Eaton Company can get business beyond the 20-mile zone, surely the merchant in the smaller towns and cities can get it by parcel post inside the first zone.

CURRANT SITUATION INTERESTING.

THERE ARE PROSPECTS for a change in the relations between the government of Greece and the Chartered Company—this was established by the Greek government to eliminate the overproduction of currants—which may have considerable bearing on the price of this article. The average annual production is 15,800 tons against an annual consumption of about 12,000 tons, producing a surplus of 3,800 tons in excess of the world's demand. This the Chartered Company undertakes to buy up at stipulated prices so as to prevent low prices that would not give the growers sufficient returns on their investment and work. This, it is claimed, prevents the complete demoralization of the Greek currant industry.

In addition, this company undertakes to grant the planters considerable advances on their fruit and to pay to the government an annual compensation for export tax of four million drachmas (a drachma is equal to about 18 cents), while on their part they received a premium of about 7d per cwt. on the export, and further a retention tax of 35%, the object always being to bring the marketable quantity as near as possible to the actual demand.

Neither retention currants nor fruit taken over by the Chartered Company at the minimum prices may be exported except in a denaturalized state such as in wine, spirits or jelly. The Chartered Company, in order to utilize to advantage this surplus stock, established a subsidiary company known as the Hellenic Wine & Spirit Co., which undertook to take over all parcels of currants at a fixed price, at the same time, however, acquiring the right to claim from the Chartered Company all quantities of fresh currant grapes at the same ratio of price, a factor which, it will readily be understood, would be bound to exercise a fatal effect on the Chartered Company, in view of the enormously increased outlet of the Hellenic Wine & Spirit Co. for wines, and considering the fact that the Chartered Company have to pay more than four times the sales price to the Hellenic W. & S. Co. for fresh currant grapes, thereby entailing an enormous loss yearly, which last season amounted to 1,800,000 drachmas, quite apart from the heavy losses which larger crops would occasion in consequence of the necessity of having to buy up correspondingly larger quantities of currants.

Other things, too, made it become evident that under ruling circumstances and conditions the existence of the Chartered Company could not be maintained, so it naturally behoved the governments to devise measures to place the undertaking—which has proved, according to well-informed currant men, a veritable boon to the currant growers by virtue of its having delivered them from their desperate economical position, and thereby relieving the government of a heavy burden—on a firm and sound basis.

The first step in this direction was made by the Prime Minister who promised as an immediate compensation for the time being a dividend of 4% for the financial year completed.

But there is the future to look forward to, and the discussion of the question has been begun and it will be resumed at the next sitting of the Chamber.

The propositions up to now aim at:—

(a) An enhancement of the minimum prices guaranteed by the Chartered Company against which the Government is to guarantee the Company a dividend of 4%.

(b) A compulsory uprooting of vineyards against an adequate compensation grant to the growers.

The third proposal is that the Chartered Company absorb the approximative overproduction in fresh currant grapes, issuing retention certificates for same, delivering them over to the Hellenic Wine & Spirit Co. at a fixed price. The establishment of any one of these may have an effect on prices here, so the currant situation should be watched closely by the trade.

A JOLT FOR HOUSEWIVES' LEAGUES.

HOUSEWIVES' LEAGUES and daily papers, when they take the trouble to investigate prices, soon discover that even if the middlemen were to be eliminated, prices of foodstuffs from the farmer to the city consumer would not be reduced. The "Telegram," of Toronto, has been one of the papers that has given and is giving much publicity to the Housewives' League, elimination of the middleman and other subjects bearing on the retail trade about which evidently it knows but little. But the other day this innocent paragraph appeared in one of its columns:

> "Now the Housewives' League of this city have been doing a great deal of quiet investigating and comparing of prices just recently. And from the many letters which they have received from farmers quoting prices, it would seem that in time the farmer would become just as greedy as any middleman. For in many instances quotations are given which are much above the price the farmers could possibly receive from the commission merchants. So that any advantage a direct from the producer to the consumer plan might bring in these cases would all be obtained by the farmer.
>
> "Therefore, it appeared to the Toronto League that what is most needed now is a careful study and comparison of prices. However, a delegation from the League went down to the Labor Temple.
>
> "Here they found farmers waxing enthusiastic over what a joy their lives would be when freed from the yoke of the middleman."

This has been the contention of Canadian Grocer all along. We have stated time and again that the farmer, when he sells direct to the consumer, will ask prices equally as high as the retailer. He has been doing this for years, and when we stop to think we should say that that farmer is a fool who does not get all he can from the sale of his products.

For the same reason we maintain that parcel post is going to be little or no aid to the city consumer in reducing the cost of living. The Housewives' Leagues will soon discover there is no hope for them from the farmers. Distribution is now being conducted on the most economical lines, service considered, and it will be a long time before the present channels of trade are diverted.

EDITORIAL NOTES.

HELP THE HOUSEWIFE kill the housefly.

* * *

MORE POWER TO THE man who works for the elimination of the fly!

* * *

EVERY STORE SHOULD be a handler of groceries, but a seller of service.

* * *

EVERY TIME AN ANGRY customer leaves the store it gets some advertising on the wrong side of the ledger.

* * *

THEY SAY THAT LABOR is cheap in the Orient. No doubt that is why the Chinese hen lays eggs that can be bought around 9 cents a dozen.

* * *

ONE OF THE DRAWBACKS to Spring is the hanging around of winter. Most of us will feel relieved when he decides to betake himself north and remain there.

* * *

IT WILL BE WELL worth your while to read the annual Spring Sales Number. See that your April 17 copy reaches you.

Advent of Oriental Eggs

NO MORE expensive eggs! Never again will we see eggs—that is, the brand-new, newly-laid variety—retailing in Canada at 65 and 75 cents a dozen as was the case during the past winter, if Chinese eggs have the future in this market that some people predict for them. In recent issues of Canadian Grocer, the fact has been pointed out that eggs from China were a reality, not only on the Western Canadian market, but in the east as well. Most of us thought that these shipments were more or less of an accident, or that they were brought in merely to help out in the comparative scarcity that has characterized the Canadian market during the past winter.

But if what we hear is true, this is not the case. These Chinese eggs were brought in deliberately, as test shipments with the idea that if they were at all successful we would have more of them.

An authentic report has it that some Yankee egg men are behind the proposition. They sent over to China a large number of empty cases which were distributed along a railway line running down to Singapore in the Straits Settlements. These cases were filled with eggs from Chinese hens, hurried south to Singapore and sent across to San Francisco and Vancouver. It is only necessary to state that these eggs can be purchased in China around 8 or 9 cents a dozen to demonstrate the revolutionary effect they would have if brought into the United States or Canada in large quantities. They can be laid down in Montreal in less than three weeks from the time laid.

The United States duty on eggs has been removed and there is a 3-cent duty on them from that country here. Going into the country to the south of us, then, they could be laid down in San Francisco at a price above 8 or 9 cents equal to the ocean freight rate from Singapore to that port. This would permit them to be sold in the United States, therefore, at a pretty reasonable figure. In such a case our market would be affected on the weak side.

Canadian Grocer was talking to an egg man the other day who had eaten a Chinese egg just to see what it was like. To begin with, he didn't like the idea, but he did not allow his prejudice to master his inclination to try the new brand of eggs. Strange to say, or naturally—it depends on how you view the situation—the egg, both raw and boiled, tasted exactly like our own Canadian product. This man states that had he not known it was a Chinese egg he was eating, he never would have recognized any difference and it must be said that he is a good judge of the home article. The only outstanding difference, he says, is in the size. The Oriental product is the smaller of the two, although some of our eggs are just as small.

We all know, of course, that the reason eggs are dear here in the winter, is because our hens find the weather too cold in which to work. So we have to be content with a meagre supply of the genuine fresh article and consequent high prices. This Chinese egg, however, may overcome all this. The weather in the southern part of China is of a tropical character, so the hens do not have the same excuse for letting up in their duties as here. This means, eggmen say, that during our winter and time of high prices we can purchase eggs from the Orient and plenty of them, if present signs are true, at low figures.

Will the Chinese egg revolutionize the egg industry of North America? Next winter should help us to answer this question.

Some of the Ginger Articles to Be Found In the Big Spring Number

An Open Letter to the Trade:—

For a good, sound, practical selling number—one full of ginger articles on the business-building methods of some of Canada's successful dealers—you will find Canadian Grocer's Annual Spring Selling (Expansion) Number of inestimable value. These articles have been prepared from first hand interviews with men who have in the past and who are to-day elevating the status of the retail trade.

This big number will be issued on April 17—the most practical, we can confidently assure readers, that has ever reached your office.

Watch for it.

BUILDING ARTICLES.

Among the articles prepared or in hand up to date are the following:—

"Part Played by Fixtures in Business Building." This is about a New Brunswick dealer who has installed modern fixtures, a cash and credit register, computing scale and self-measuring oil pump.

"An Increase of 4,000% in 15 Years." This article tells of an Orillia dealer who has enlarged his business four times in 15 years and has now a most up-to-date store, with dust proof fixtures and practically all the other modern store equipment.

In an article on "Expanding the Provision Department," a number of grocers give their methods and point out the increases they have made in provision sales since they began handling cooked and cured meats. These dealers point out the advantage of pushing the sale of cooked meats during the summer months—one line that will help dispel the "summer slump" myth.

There will be a similar article on handling and selling confectionery. By actual count thirty Canadian dealers contribute to this article, and these include grocers in every Province of Canada. This article gives actual figures on the quantity of confectionery, both bulk and box, which these dealers buy in a year.

SELLING POWER OF THE DEALER.

"Coffee Trade Increases 3,000% in Four Years" is the subject of an article showing how a Hamilton dealer uses his Selling Power to increase the sale of coffee. He uses a coffee grinder which is operated by electricity, and which grinds coffee any fineness desired.

An article on what grocers think of the credit register entitled "Eliminating Worries in Bookkeeping" deals particularly with the troubles cut out by this system.

Another entitled "Relation of Store Appearance to Trade Expansion" deals with a Brantford grocer who has one of the brightest looking stores in the Province, including modern bin fixtures, cash register, meat slicer, silent salesman, and most attractive shelf and counter displays.

WINDOW DISPLAYS THAT SELL.

"Canned Salmon Sales Boosted by Quantity Trim" is an article on window dressing explaining how a grocer sold over $50 worth of canned salmon in two weeks by using a certain display. The display will, of course, be reproduced.

Another article on the same subject will deal with the views of some dozen dealers as to whether a single line or a multiple display produces the best results.

FROM WESTERN CANADA.

Among the articles about Western Canadian dealers will be one showing how a Nelson, B.C., firm are building up a profitable business.

Another deals with the early days of business in Portage la Prairie, contrasting them with the present.

A third describes the business of a Brandon, Man., firm, giving the actual methods a large dealer there has used and is using to extend the business. The "Selling Power of the Dealer" who comes face to face with the customer is well exemplified here.

A number of grocers give their experience in an article on house cleaning goods handled, and how they get after the house-cleaning trade. There is some particularly good advice given by a Montreal grocer, a Mr. Turgeon, which will be included in this article. He points out how he goes after this business and advises the retailer to use the same progressive methods.

Headings of other articles are as follows:—

"Turnover from $20,000 to $72,000, in 21 Years."

"Vest Pocket Book Holds the Progress of Business."

"Stimulating Business by Using Sales Records."

"Stepping Stones to a Profitable Business."

A FEATURE TO BE WATCHED FOR.

"Rising Above a Family Prejudice." This is a particularly strong article secured from a Canadian grocer recenty in a smoking car where a man is more likely to open up his heart. It points out how this dealer, whose family tried to prevent him from taking over the grocery business of his late father, eventually succeeded in getting it by paying a good sum, and who has made a big success in the grocery business. His turnover last year was $75,000.

All of the above mentioned articles are illustrated, either with half tone or line cuts.

There is an article showing particularly the "Selling Power of the Dealer." This consists of a number of short testimonies from dealers pointing out how they have exercised their own personality to increase sales of certain lines. These lines up to the present include such goods as fancy biscuits, furniture polish, flour, olives, etc.

STORE "KINKS" THAT MAKE MONEY.

Many men by using small store "kinks" are selling more goods. There will be a number of these "kinks" illustrated, and they alone will be worth a lengthy study of this big number.

Store interiors of some of Canada's brightest and finest stores will appear, as well as an array of superior selling window trims. Business system articles will be all illustrated by actual systems retailers are using in their own business.

This issue is your big "idea clearing house." All its features come from you—the retailer—and they go back to you.

We urge you to see that you get your copy.

Remember the date—April 17.

Yours very truly,

B. T. HUSTON,
Editor.

March 26, 1914.

Advertising Worth Reading

Just consider a moment the time and thought spent in preparing the advertising in Canadian Grocer.

In our advertisements, big or little, the manufacturer or wholesaler has endeavored to compress the whole gist of the selling points of goods you are or might profitably be selling. He gives you the news of the trade in lozenge form, which, if properly digested, will mean larger sales and fatter profits.

The progressive retailer and ambitious clerk, by carefully reading both the advertising and editorial pages of Canadian Grocer each week, keeps himself in closest possible touch with the trend of the trade and abreast with the most advanced ideas in merchandising, whether buying or selling.

In our Expansion Number our advertisers will excel themselves in the informing and inspiring character of their advertising. Every one of the advertisements will contain the strongest selling points and latest information about the products of the advertiser.

No Grocer who aims to get the most out of his business—No Clerk who aims to increase the value of his services to his employer, but will study this Number carefully from cover to cover.

We are attaching to this Number a string by which it can be hung up on a convenient nail for daily reference.

Be on the lookout for it, and in the meantime,

Pick out your nail.

Advertising Manager
Canadian Grocer

March 27, 1914

Is the Maple Industry Passing?

Editor Canadian Grocer.—In an illustrated article in Canadian Grocer of January 30, you suggested the stamping of all maple sugar, pure or mixture by use of the mould, and placing the word pure or compound on the label to be applied to syrup tin. But this undoubtedly would not safeguard the merchant, for the mere marking pure, is no guarantee, even though goods hail from reputable manufacturers, for it's a fact established by Government analysis in Bulletin 228, that a number of maple syrup samples said to be taken direct from the tree fell below the standard. Therefore, merchants can be absolutely safe only when handling maple goods that have been analytically tested and received under manufacturers' **seal** and **warrant**, and I understand that since standards were put in force last spring, that leading manufacturers are not only carrying out your suggestion of stamping with the word pure, but are testing their entire output, printing a warranty in each block of sugar, also over the nozzle of each tin of syrup, thus assuming entire responsibility and rendering absolute protection to the merchant handling same.

Due to a number of fines being imposed last spring, the daily press and other journals have given wide and rather ill-advised publicity to the subject, of a character that would strongly tend to create undue prejudice toward maple products in the mind of the consumer generally. Results naturally will be a slight reduction in sales with a larger increase of questions.

The following should merit space in your journal because of the fact that it would be of some value to merchants who are not perfectly familiar with nature and history of maple products.

Maple Sugar.

Maple sugar is the residue found by evaporating sap of the maple tree, its color and flavor varies more than that of either cane or beet, due perhaps, to the large number of sugar works.

Nature of Maple Sugar.

It is a fact analytically established, that cane, beet, and maple sugar, are practically one and the same substance, differing none in sucrose, and in acids, vegetable and mineral properties, only in immaterial degree. The maple is distinguished therefore only through individual flavor, and even that, like cane and beet, varies much, due to methods used in manufacture, the soil, the plant itself, climate, and principally bacteria conditions during harvest season. However, on the whole, maple is more pleasing to the taste in its original unrefined state, than either cane or beet, in fact it is the flavor in which its superiority lies.

The Source.

Sources of maple products are principally Northern States of America, also in North European States, though of no appreciable quantities.

Its Origin.

Unnlike cane, beet, or other sugars, origin of the maple sugar is not definitely known; it was known to the natives of the American Continent at dates of earliest explorers. The industry was also encouraged in some States in Europe to the extent of planting large orchards in Bohemia. However, it was only of passing success, and that under stimulated conditions resulting from the blockaded European ports at the period of the Napoleonic wars.

Refining.

Reference is given on page five of Bulletin 516 of the United States Department of Agriculture, that refining was started and operated with some degree of success in the Eastern States with maple sugar for their raw supplies, however maple sugar refineries were short lived, due undoubtedly to the competition and low cost of beet.

Commercial Importance.

In the early sixties of last century when cane sugar was scarce and costly and the virgin or parent stock of the maple tree was plentiful, the product was important. The annual product in the United States, gradually increased amounting to forty-one million pounds in 1860. The annual production gradually fell off in the American States to fourteen and three-quarter million pounds in 1890, a small increase of two million pounds has since taken place, due undoubtedly to a bounty of two cents per pound offered by the McKinley administration in the year of 1890, and the recent back to the farm tendency, influenced by advance in price of agricultural products. The decline in Canadian volume of maple sugar began later, amounting to about two million pounds less in the year 1910. The Federal Government's action of establishing technical maple school camps may lend impetus, and the stimulating effect of the present high prices for crude sugar, may result in slight momentary increases in Canada; yet I have strong doubts to the contrary, for advanced prices are more or less offset by increased cost of manufacture, the uncertain and gradual shortening of the harvest season, due to climatic changes effected by draining and cultivation.

Future Importance.

I will make no predictions, but after some study I am forced to admit that all indications point in one direction, that the maple tree, with the native of this country, is irretrievably passing. Without success, the planting of orchards has been tried in America, and in Europe, at a time and under a stimulus previously mentioned, such as we are not likely to experience again, or hardly would wish for. Further the seedling that by nature springs up, is a sweet and tender plant much sought after and cropped down by all domestic and other animals. Therefore with all the power of recruiting and propagating cut off, with havoc played by the lumberman, the insect, the caterpillar, the occasional wind storm and natural decay, destiny of the maple, at least, may be easily imagined.

Montreal, Que. G. R. SMALL.

BANQUET AT BOWMANVILLE.

The Retail Merchants' Association of Bowmanville, Ont., held their banquet last week. The visiting speakers were N. C. Cameron, organizer and E. M. Trowern, secretary. New officers were elected as follows:—President, A. Tait; First Vice.—Fred R. Foley; Second Vice—W. F. Dale; Treas.—F. R. Kerslake; Secretary—Harry Allin.

BRANTFORD R.G.A. FAVOR EARLY CLOSING.

The Brantford Retail Grocers' Association held its regular meeting with an excellent attendance, some twenty-four members being present. The matter of an early closing by-law came up, and was thoroughly discussed, finally being left in the hands of a committee to secure signatures and present a petition to the city council. It was agreed that the by-law would read that all grocery and meat stores close at seven o'clock every night except Saturday and nights before holiday.

The Wednesday afternoon half-holiday question was disposed of by all present agreeing to close at 1 o'clock Wednesday during June, July and August. Brantford is having "Old Home" week in August for which some of the members are working and are confident it will be a huge success.

THE CLERKS' DEPARTMENT

GET IN THE CLERKS' CONTEST.

Three clerks in Canadian stores are going to win the prizes in the Clerks' Contest, results of which will be announced in the big Spring Sales (Expansion) Number of April 17. Will you be one of the three? This contest was fully described in last week's issue and previous ones and already a number have taken advantage of it.

All you have to do is to write The Editor, stating particulars of some method or methods you used to build up sales of a particular article; or how you have raised the standard of a regular seller. There are scores of instances in your experience. Let us have the best. Tell it in your own words and tell it briefly. Your employer has, no doubt, at some time or other requested you to push the sale of some particular baking powder, of a particular coffee, a tea, a bacon, a jam, syrup, preserve, etc., or of some new line he has stocked. Tell us what your talking points were, how you displayed the line and how sales were built up. The best replies win.

You not only have an opportunity to win one of the prizes, but all good replies will be published and paid for at our regular space rates.

Send in your entry to-day.

The contest closes on March 31—Your letter must be mailed before that date.

A SALESMANSHIP TALK.

By Herbert N. Casson.

In good salesmanship there is always a great deal of action.

The man who is selling goods should not stand transfixed like a dummy, moving nothing but his tongue. He should act. He should show by actual demonstration exactly how good and superior is the article which he is trying to sell.

Whether a salesman is behind the counter or on the road, he should always, whenever possible, show the article which he is trying to sell. If it is impossible to show the article, he should show some part of it or some picture of it. Words, you must remember, are only third best. The article itself comes first, a picture or part of the article comes second, and talk about the article comes third.

Why does the street faker attract so many busy people? Simply because every street faker always has something in his hand, is always in action, and is always demonstrating the remarkable virtues and values of the knick-knack he is trying to sell.

Action in salesmanship dramatizes the whole performance. It stages the operation of selling. Every good salesman has a great deal of dramatic instinct. He knows how to present an article. He knows how to throw scenery around it. He knows how to bring out in a striking way the best points of his goods.

Even if a clerk does not know enough about an article to show it off to advantage, he can do one thing at least—he can keep it moving. It is a curious psychological fact that any article which is being moved about and held up in various ways looks much more attractive than the same article lying by itself on the counter.

The eye loves motion.—Standard Oil Bulletin.

OBSERVATIONS OF THE CUB REPORTER.

The man who keeps other people waiting thinks he has the best of it—but the waiter knows better, or he wouldn't wait.

* * *

Whose fault is it if you do not learn something from every man you talk to?

* * *

Every time you allow yourself to get angry you lose a few minutes or hours of happiness you might have had.

R. H. Robinson, Orangeville, Ont, claims to be an authority on weddings in that town. He runs a high-class store and says he gets the wedding business. Consequently he knows when the wedding bells are ringing.

THE ENCYCLOPAEDIA

COCOANUT GROWING.

During the past few years the constantly rising price of the products of the cocoanut palm has not only attracted the attention of tropical planters engaged in the production of the nuts and manufacturers in Europe and America who employ cocoanut-oil, or coir, in their industries, but also interested financiers desirous of finding new outlets for capital.

The advance in prices has been phenomenal. A very few years ago copra—that is, dried kernels of the cocoanut from which the oil is obtained—could be bought at from $50 to $60 per ton whereas the present quotation for the same article is around $155 per ton, an increase of nearly 300 per cent. in about ten years. This is due to the fact that the production of cocoanuts is insufficient to keep pace with the world's demands. Cocoanut oil has long been in use for the manufacture of soap, candles, lubricants, and articles of that kind. The inhabitants of the tropical countries have always used the nuts as an important food, but the supply, on the whole, was fully equal to the demand.

But in recent years the supply of animal oils and fats which form an essential ingredient in the dietary of all peoples began to be inadequate to meet the world's consumption. Chemists and manufacturers began to search for substitutes. Their attention was turned to the oil of the cocoanut, and presently a method was discovered of removing the peculiar flavor which rendered this substance unpalatable to European peoples, and at the same time a means was found of overcoming its liability to become sour and rancid when kept for long. Naturally enough, these fresh applications of this wholesome and easily digestible vegetable oil created an increased demand, and prices began to go up until they have now reached a figure three times as high as that of ten years ago.

The value of cocoanut products exported for the present year is estimated at $375,000,000 and this represents only about one-fifth the total value of the cocoanut crop.

Current News of the Week

Ontario.

The Toledo Scale Co., 335 Yonge St., Toronto, are refitting their show rooms.

Edward Taylor opened a grocery and butcher store in Malton, Ont., a couple of weeks ago.

The Quaker Candy Co., Toronto, have moved into their new four-storey plant at 426 Queen Street East.

Frank Shirriff, of the Imperial Extract Co., Toronto, has recently returned from a three weeks' trip in the South.

Dane & Hortop, Toronto, have been appointed agents for Furnival-New, Limited, manufacturers of jams, Hamilton, Ont.

St. Catharines, Ont., merchants are considering forming a branch of the R.M.A. Ayr merchants are also discussing organization.

Thos. E. Owens, of Picton, Ont., who retired from the directorate of the Dominion Canners, Ltd., at their annual meeting, is one of the pioneers of the canning industry in this country. It is claimed that he was the first man to sell canned goods in Western Canada. He was the chief builder of the Bloomfield Packing Co., which is to-day in the Dominion Canners.

At the banquet held by the Lindsay branch R.M.A. recently, which is noticed elsewhere, the following officers were elected:—President, A. L. Campbell; first vice-president, W. Staples; second vice-president, T. J. Brady; treasurer, T. A. Fisher; secretary, Chas. Sutcliffe.

A meeting and banquet was held on Monday evening by the Oshawa branch of the Retail Merchants' Association, at which about forty members were present. The following were elected officers:—President, J. E. Beaton; first vice-president, J. Ross; second vice-president, H. A. Ross; treasurer, E. F. Cawker; secretary, W. Merrit.

Western Canada.

W. C. Hemenway opened a general store in Carman, Man., on March 21.

W. Halford, Montreal, Canadian manager of Furuya & Nishimura, Japanese tea growers, was in Winnipeg last week.

G. McClure, of Carman, Man., has disposed of his general store business to H. Hastie, of Minneapolis, who has opened for business.

Jno. Fergus has purchased the general store business of Wm. Gemmill, Cartwright, Man. Mr. Fergus will also operate a tea room.

The Sterling Fruit Co., a new fruit and vegetable wholesale houses, have opened up in Winnipeg, and will cover Manitoba, Saskatchewan, and Western Ontario. The company, which is about to secure a charter, is capitalized at $50,000, with F. M. Waldron as manager.

The general store business carried on by the Rapid City Trading Co., Rapid City, Man., for the past two and a half years, has been purchased by E. E. Riesberry, of Winnipeg.

A. E. Ham, superintendent of insurance for the Province of Manitoba, was the speaker at the last monthly banquet of the Canadian Credit Men's Association, Winnipeg. He spoke on "Insurance in Relation to Credits."

Gavin McClure, general merchant, Carman, Man., was presented with a handsome gold locket, with the Masonic emblem on one side and the reverse engraved by his employees, on the occasion of his retirement from business.

Retail merchants of Biggar, Sask., have organized with these officers:—D. O. Crossley, general merchant, president; S. P. James, grocer, first vice-president; A. W. Mooney, hardware, second vice-president; R. J. Frampton, baker and confectioner, secretary-treasurer.



J. H. TRELEAVEN,
A Winnipeg grocer, elected recently Second Vice-President of the Winnipeg Retail Merchants' Association. He is a member of Treleaven and Campbell.

Nelson Shakespeare & Watson, wholesale grocers; Standard Brokerage Co., and McLeod & Clarkson were among a number of firms sustaining fire losses in a half-million fire at Vancouver, B.C., recently.

Stover's Chocolates, Ltd., Winnipeg, manufacturers and dealers in candy, groceries, etc., have been capitalized at $20,000, divided into 200 shares at $100 each. Incorporators: Mr. and Mrs. Russell W. Stover, Mr. and Mrs. Fred G. Boland, and Thos. Jackson, all of Winnipeg.

Gallagher, Holman, Lafrance Co., butchers, packers, etc., Winnipeg, who have been authorized to increase their capital from $300,000 to $1,000,000, advise that no particular extensions to their business are contemplated at present, further than that their business has been continually growing, and as the capital stock has been all taken up for some time back, in order to enable them to handle the affairs of the company satisfactorily, it was necessary to have the capital increased.

Wallace S. Allison, secretary of the Allison Coupon Co., Indianapolis, Ind., died last week.

WATCH FRUIT AND VEGETABLES.

"One great merit of package goods," remarked a clerk recently, "is the saving of labor in the store, allowing the grocer and his staff to give proper attention to the fresh fruits and vegetables. The more time given to the garden and orchard produce, the better it will pay, and the better the whole business will pay, but it requires the very best care and attention, and especially as regards the window display. One must not expect that fresh fruits and vegetables can be piled in the window like a lot of cans, and left there indefinitely. The very fact that the garden and orchard stuff in the window requires incessant care, makes it very useful in forcing indolent dealers to pay attention to the window.

"And yet no particular skill is required in order to fix up a taking window display of fresh fruits and vegetables. The street stands of fruit hucksters in this city furnish examples of sufficiently good display for grocers to follow."

Sugar Market Now Somewhat of a Puzzle

Buying is of a Hand-to-Mouth Order—Demand for Refined in U. S. Said to be Largely Increased—Prunes Firm—Coffee Steady —Figs Not Overly Plentiful.

MARKETS IN BRIEF

QUEBEC MARKETS.

GENERAL GROCERIES—
Decline 1 cent Rope (Cotton).
Re-adjustment prices of Nuts.
Sugar still weak.

PRODUCE AND PROVISIONS—
Market glutted with eggs. Now quoted 27c. dozen. Cheaper prices not unlikely.
Butter easier. New make starting.

FISH AND OYSTERS—
Tommy Cods off market.
Lobsters decline 10 cents.

FLOUR AND CEREALS—
Flour market quite strong.
Cereals steady.
Mill feeds continue very strong.

FRUITS AND VEGETABLES—
Reduction 25c. California Navels.
Spinach up to $4.50 barrel or $2.50 hamper.
Canadian vegetables firm.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
Butter a cent easier.
Eggs much easier.
Carton eggs, 25 to 27 cents.
New laids, 23 to 26 cents.
Splits, 20 to 24 cents.
More live fowl coming forward.
Cheese firm.

FISH AND OYSTERS—
Fillets of Haddies up 1 cent to 13 cents.
Lake herrings and lobster scarce.
Splendid trade since Christmas.

FRUIT AND VEGETABLES—
Bananas 25 cents higher.
Temporarily easier tone in oranges.
Strawberries easier.
Asparagus down to 55 to 75 cents.
Onions firmer.
Cumumbers procurable at $2.00 to $2.75 per doz.
Green peppers, a basket, 75 cents.
New Bermuda potatoes, $9 and $12 per bbl.
Canadian parsley, 25 cents per doz. bunches.
Radishes, 60 cents a doz.

FLOUR AND CEREALS—
Flour unchanged.
Oatmeal and cornmeal advanced 5 to 10 cents a bag.
Mill feeds firm, straight car lots higher than mixed.

GENERAL GROCERIES—
Sugar unchanged.
Tea firmer.
Figs scarce, natural figs in bag up ½-cent.
Prunes on the upward tack.
Good demand for coffee.

QUEBEC MARKETS.

MONTREAL, March 26.—Business on local market during past week has been a little backward after three or four weeks of steady buying. Orders now coming to hand are rather small, and would lead one to believe that they are simply sufficient to fill actual requirements. Roads in the country, however, are breaking up just now, and this might curtail business to a great extent, as country merchant has stopped buying for present.

Collections have not shown any improvement since our last report, which stated that the East was quite normal, while apparently the West did not show much change from first of the year, although there was a slight improvement. If West picks up, as it no doubt will, there will be little cause for complaint. Large centres, too, are not what they might be, and no doubt as soon as raft of unemployed get work in spring business will pick up all round.

SUGAR.—Market is still in weak condition, and there are quite a number of local men who think that further decline would not be out of order. Refiners say that this is quite unlikely, and, although they say that present conditions are weak, and that outlook is not for dearer prices, they are quite confident that cheaper sugar is not likely in the immediate future at least. Following hand-to-mouth buying for a month or six weeks seems to be the better policy.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 15
20 lb. bags	4 25
2 and 5-lb. cartons	4 45
Second grade, in 100 lb. bags	4 00
Extra Ground Sugars—	
Barrels	4 55
50 lb. boxes	4 85
20 lb. boxes	4 95
Powdered Sugars—	
Barrels	4 55
50 lb. boxes	4 75
25 lb. boxes	4 75
Paris Lumps—	
100 lb. boxes	4 90
50 lb. boxes	5 10
25 lb. boxes	5 20
Crystal Diamonds—	
Barrels	4 95
100 lb. boxes	5 10
50 lb. boxes	5 20
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 20
No. 2	4 20
No. 1	3 80

DRIED FRUITS.—There is a weak feeling in each line, with exception of prunes, which are just the opposite and moving out quite freely. Other lines are backward, and need stimulation of some sort. Prunes have been in strong demand, and as stocks are not too plentiful, price has been kept up well. Other stocks are rather uneven, and as demand is same, market is unsteady at present figures, which do not show any change from one week ago.

EVAPORATED FRUITS.	Per lb.	
Apples, 50-lb. boxes	0 09	0 09½
Nectarines, choice	....	0 11
Peaches, choice	0 09½	0 11
Pears, choice	....	0 12
Apricots	0 16	0 20
DRIED FRUITS.		
Candied Peels—		
Citron	0 16½	0 17½
Lemon	....	0 10½
Orange	....	0 11½
Currants—		
Amalias, loose	....	0 07
Amalias, 1-lb. pkgs.	0 07½	0 08½
Filiatras, fine, loose	0 06½	0 07
Dates—		
Dromedary, package stock, per pkg..	....	0 08½
Fards, choicest	....	0 11
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07½
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced	0 12½	0 13
50 to 60, in 25-lb. boxes, faced	0 11½	0 12
60 to 70, in 25-lb. boxes, faced	0 10½	0 11
70 to 80, in 25-lb. boxes, faced	0 10	0 10½
80 to 90, in 25-lb. boxes, faced	....	0 09½
95 to 100, in 25-lb. boxes, faced	0 06	0 06½
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 75	6 00
Muscatels, loose, 3 crown, lb.	....	0 08½
Sultana, loose	....	0 10
Lower grades Sultana, 1 lb. pkgs.	....	0 11
Valencia, new	0 06	0 07
Seeded, fancy	....	0 10½
Seeded, choice	....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

TEAS.—There is still quite a heavy movement in cheaper grades of Chinas, and market is quite firm at present quotations. Stocks, which are none too heavy, are being rapidly reduced, and situation is becoming stronger each week. In higher grades there is also a strong feeling, and all lines are moving out quite freely. Stocks are not overly heavy, but seem to be quite ample to fill requirements. Demand and quotations remain unchanged.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	....	0 22
Spanish No. 1	....	0 12½
Virginia No. 1	....	0 13½
Gunpowders	0 19	0 25
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 15
Pingsuey gunpowder, pea leaf	0 20	0 25
Pingsuey, gunpowder, pinhead	0 30	0 35

COFFEE.—There is nothing new in this market to report, and conditions remain same as one week ago. Stocks are quite normal and ample to fill all requirements, while prices are held firmly. Situation all through is quite firm, and no change is looked for at present.

Locally demand is on increase, and more coffee is being used in this province.

Coffee, Roasted—		
Rogotas	0 27	0 32
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicory, per lb.	0 08	0 10

RICE AND TAPIOCA.—Due to circular which was sent out recently, there is quite a lot of booking going on at present for shipments at cheaper prices,

which take place April 15th. This has affected immediate demand quite heavily, and few shipments are going forward at present time.

Tapioca seems to be holding its own and that is all. Demand in that particular line has not increased in proportion with other commodities.

	Per cwt.
Rangoon Rice	
"B" bags, 50, 100 and 250 lbs.	3 30
"B" pockets, 25 lbs.	3 40
"B" pockets 12½ lbs.	3 50
"C.C." bags 50, 100 and 250 lbs.	3 20
"C.C." pockets 25 lbs.	3 30
"C.C." pockets 12½ lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna	Per lb.
Bags, 224 lbs.	0 05½ 0 05⅝
Half bags, 112 lbs.	0 05¾ 0 05½
Quarter bags, 56 lbs.	0 05⅞ 0 05⅝
Velvet head Carolina	0 09 0 10
Sago, brown	0 04½ 0 05

MOLASSES AND SYRUPS.—Market at present is quite weak. Present prices might suffer, as there is abundance of molasses to be had, and new stock is on its way to this market.

Demand, however, keeps up, and is good for small lots, with prices unchanged from last week.

Barbadoes Molasses—	Prices for Island of Montreal. Extra Fancy.	Fancy.	Choice.
Puncheons	.38	.35	.33
Barrels	.41	.38	.36
Half barrels	.43	.40	.38

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3½c; ½ bbls., 3¾c; ¼ bbls.		0 04
Pails, 38½ lbs., 1.$85; 25 lbs.		1 35
Cases, 2 lb. tins, 2 doz. in case		2 50
Cases, 5 lb. tins, 1 doz. in case		2 85
Cases, 10 lb. tins, ½ doz. in case		2 75
Cases, 20 lbs. tins, ¼ doz. in case		2 70
Maple Syrups—		
Pure, per 8½ lb. tin		0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.		1 00
Maple sugar, pure, per lb.	0 10	0 11

NUTS.—There has been a readjustment of prices from last week, and everything, with the exception of shelled almonds and walnuts, has been put on a wider range. Market for shelled nuts, though, is quite firm, and has not changed from last week.

As is usual at this time of year, those dealers who find their stocks not moving out fast enough in order to be in a position to meet change of weather are trying to induce their sales by bringing down quotations.

There is a much better demand for nuts of all descriptions, and housewife seems to favor them more each year. Shelled nuts, however, appeal to her most, as they are least trouble.

Shelled walnuts, per lb.	0 39	0 40
Shelled almonds, 28-lb. boxes, per lb.	0 44	0 45
Finest filberts	....	0 13
Pecan	0 16	0 17
Almonds	0 18½	0 20
Walnuts	0 18½	0 20
Brazils	0 16	0 20
Peanuts	....	0 13
Peanuts (G)	....	0 09

SPICES.—There is nothing to report in this market, and conditions remain unchanged from one week ago. No change is looked for.

	5 and 10 lb. Tins, pkgs., doz.	¼ lb. tins, doz.	¼ lb. tins, doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—33	..—1 00	.....
Curry powder	..—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	..—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	18—20	67—0 75	80—0 90
Peppers, white	28—29	95—1 10	1 10—1 20
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	65—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamom seed, per lb., in bulk	1 80	2 25
Carraway—		
Canadian, per lb.	....	0 10
Imported, per lb.	....	0 15
Carraway, per lb.	....	0 12
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 30	0 35
Shredded cocoanut, in pails	0 18	0 20

DRIED VEGETABLES.—There is not any change in conditions, and, as stocks were reported to be quite heavy, there has not been any great change in them, as demand has slackened up during past week. Dealers seem to have stocked up pretty well, and orders received now are simply to fill actual wants.

Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	....	2 75
Yellow eyes, per bush.	....	3 25
Lima, per lb.	....	0 08¼
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	....	2 50
Barley, per bag	....	3 00

COTTON ROPE.—There has been a reduction in cotton rope of 1 cent, and the present quotation is now 23 cents. This is due to the weakened condition of the raw market.

ONTARIO MARKETS.

TORONTO, March 25.—Wholesalers report business to be fair, although as has been remarked before, a number find business not up to what it was in January. Orders for most part are small, and a good deal of sorting up is being done by retailers at present. No doubt when spring sets in in real earnest and building operations, etc., get into full swing, there will be a very noticeable improvement. Sugar is unchanged, and buying is being done on a very small scale. Canned goods are active. Stocks of figs are said to be low. Higher grade teas are firmer on the London markets, and locally the commodity is very firm.

SUGAR.—Buying of sugar just now is almost entirely on a hard-to-mouth basis, and trade seems to have little inclination to vary this procedure. During the week past United States retailers are estimated to have bought 1,500,000 barrels of sugar, which would look as if they believed the market to be at the bottom. One local jobber expressed the opinion that the low prices which have prevailed in New York recently were partly the result of a small demand from the consuming public. However, most dealers agree that nothing is to be gained at present by heavy buying, although trade will do well to keep close watch on markets. It is, however, pretty much of a gamble whether one buys or waits.

The world's visible supply is now estimated at 4,282,752 tons, against 4,064,350 tons at same period last year, or an increase of 218,402 tons.

Extra Granulated Sugars, Montreal Refined—Per 100 lbs.		
100 lb. bags		4 21
20 lb. bags		4 31
2 and 5 lb. cartons		4 51
Second grade granulated, 100-lb. bags		4 11
Nova Scotia refined, 100-lb. bags		4 11
Western Ontario refined, 100-lb. bags		4 11
Extra Ground Sugars—		
Barrels		4 61
50 lb. boxes		4 81
25 lb. boxes		5 01
Powdered Sugars—		
Barrels		4 41
50 lb. boxes		4 61
25 lb. boxes		4 81
Crystal Diamonds—		
Barrels		4 96
100 lb. boxes		4 96
50 lb. boxes		5 06
Paris Lumps—		
100 lb. boxes		4 96
50 lb. boxes		5 06
25 lb. boxes		5 26
Cartons (20 to case)		7 11
Cartons (50 to case)		7 11
Crystal Dominoes, cartons		7 20
Yellow Sugars—		
No. 1		3 81

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—Situation in dried fruits is unchanged from last week. Prunes, of course, are becoming firmer all the time, and figs are said to be getting very scarce. Dealers look for consumption of most lines to increase from now on, as home supplies must be getting low.

Advices from California state that the Associated Raisin Company, which were considering the withdrawal of the 1912 crop from the general raisin market, will not, according to present plans, do so.

Apples, evaporated, new, per lb.	....	0 10
Apples, evaporated, old, per lb.	....	0 08
Apricots—		
Standard, 25 lb. boxes	0 16½	0 17
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 11	0 13
Orange	0 11	0 13
Citron	0 17	0 19
Currants—		
Filiatras, per lb.	0 06	0 06¾
Amalas, choicest, per lb.	....	0 07
Patras, per lb.	....	0 07½
Vostizzas, choice	....	0 09
Vostizzas, shade dried	0 10½	0 11
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09¼
Fards, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 06½	0 08
Hallowees	0 05¾	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10½	0 11¼
5 crown layers	0 11½	0 12½
6 crown layers	0 12½	0 13¾
7 crown layers	0 14	0 15
Fine pulled	....	0 14
Natural figs, in bags, lb.	0 05½	0 07
Comadre figs, in taps, per lb.	....	0 05½
Prunes—		
30-40s, Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12½	0 14
50-60s, 25 lb. boxes	0 11½	0 12½
60-70s, 50 lb. boxes	0 10½	8 11
70-80s, 50 lb. boxes	0 10	0 10½
80-90s, 50 lb. boxes	0 08¾	0 09½
90-100s, 50 lb. boxes	0 08¼	0 08½
25-lb. boxes ¼c more.		
Peaches—		
Standard, 50-lb. boxes	....	0 08
Choice, 50-lb. boxes	....	0 08½
25-lb. boxes ¼c more.		
Raisins—		
Sultana, choice, new	0 06	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06½	0 07½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	....	0 10
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	0 08	0 08½

COFFEE.—Demand for coffee keeps up well, and appears to be on increase. Higher grade coffees are firm in price. Increase in demand is doubtless owing in part to our growing foreign population, with whom this beverage is a great favorite.

Coffee, Roasted—		
Bogotas	0 27	0 30
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26

Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 17	0 19
Santos	0 21	0 22
Chicory, per lb.	0 10	0 12

RICE AND TAPIOCA.—Market is quiet and not a great deal of buying is being done. Lower prices will come into effect in short time now.

Rangoon, per lb.	0 03¾	0 04
Rangoon, fancy, per lb.	....	0 05
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 06½	0 07½
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 10	0 11½
Sago—		
Brown, per lb.	0 04½	0 05
White, per lb.	....	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	0 04½	0 05
Seed pearl	0 04½	0 05
Flake	....	0 09½

DRIED VEGETABLES.—

	Per bushel.	
Beans—		
Canadian primes	2 10	2 25
Canadian, extra H. P.	....	2 25
Yellow eyes	3 00	3 25
Brown	....	2 50
Lima	0 07¾	0 08
Peas, blue Canadian, per bush.	2 00	2 25
Peas, green, imported, bush.	....	2 40

SPICES.—

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 13—0 15
Allspice, whole	.....	0 12—0 15
Cinnamon, whole	.....	0 20—0 25
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	.....	0 25—0 35
Cloves, whole	.....	0 25—0 30
Cloves, ground	0 18—0 23	0 28—0 30
Cream of tartar	0 18—0 21	0 32—0 34
Curry powder	.....	....—0 25
Ginger, Cochin	0 12—0 15	0 18—0 21
Ginger, Jamaica, ground	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole	.....	0 22—0 25
Ginger, African, ground	.....	....—0 16
Mace	.....	0 75—1 00
Nutmegs, brown, 64s, 50c; 80s, 40c; 100s	.....	....—0 35
Nutmegs, ground, bulk, 45c; 1 lb. tins	.....	....—0 55
Pastry spice	.....	....—0 25
Peppers, black, ground	0 10—0 14	0 17—0 20
Peppers, black, whole	.....	0 18—0 20
Peppers, white, ground	0 15—0 23	0 27—0 30
Peppers, white, whole	.....	0 26—0 28
Pickling spice	.....	....—0 15
Turmeric	.....	0 25—0 35

SYRUPS AND MOLASSES.—

Syrups—	Per case.	
2 lb. tins, 2 doz. in case	....	2 50
5 lb. tins, 1 doz. in case	....	2 85
10 lb. tins, ½ doz. in case	....	2 75
20 lb. tins, ¼ doz. in case	....	2 70
Barrels, per lb.	....	0 03½
Half barrels, lb.	....	0 03¾
Quarter barrels, lb.	....	0 04
Pails, 38½ lbs. each	....	1 85
Pails, 25 lbs. each	....	1 35
Molasses, per gallon—		
New Orleans, barrels	0 26	0 28
New Orleans, half-barrels	0 28	0 30
West Indies, barrels	....	0 26
West Indies, half barrels	....	0 30
Barbadoes, fancy, barrels	0 45	0 48
Barbadoes, fancy, half barrels	0 47	0 51
Maple Syrup—Compound—		
Gallons, 6 to case	4 40	4 80
½ gals., 12 to case	4 70	5 40
¼ gals., 24 to case	4 70	5 40
Pints, 24 to case	2 50	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case	6 95	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90
Maple Sugar—		
Pure, per lb.	....	0 12½
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	3 60	4 85
Maple butter, lb. tins, dozen	....	1 90

NUTS.—

In shell—	Per lb.	
Almonds, Tarragona, new	0 18	0 18½
Brazils, medium	0 21	0 22
Brazils, large, washed	....	0 20
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08¾	0 10½
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 48	0 50
Filberts	....	0 27
Peanuts	0 11	0 12
Pecans	....	0 60
Walnuts, new	0 38	0 40

CANNED GOODS.

MONTREAL.—There is little to report in market this week, as conditions are much the same as in previous weeks. The feeling is quite strong in all departments, and stocks are quite ample to fill requirements. Dealers are beginning to call for more canned goods throughout the country, and this would lead one to believe that Lent has been quite a stimulant to this business, although it really does not need any. There are more people using canned goods to-day than ever before, and it seems to be gaining favor, while meats are suffering.

Canned fish has been going out to the country in heavy shipments, and, although this business only consists of a few light repeat orders at present, it is still heavy in a small way.

TORONTO.—Demand for all lines keeps up well, and is growing continually. Corn is one of the scarcest commodities on the list, and an advance would not be surprising. Canned salmon continues very active, and prices are firm amongst most wholesalers. One firm at present are holding back their stocks, situation is now so strong.

MARKETS IN BRIEF

MANITOBA MARKETS.

PRODUCE AND PROVISIONS—
- Pork shoulders likely to go higher.
- Smoked meat business heavy.
- Cheese advanced 1c lb.
- Eggs decline 10c doz. Further declines not expected.

FRUIT AND VEGETABLES—
- Eastern apples all through.
- Marmalade oranges off market.
- Strawberries delayed by frost.
- New Zealand onions arrive.
- First receipts green peas and asparagus.

FISH AND OYSTERS—
- Disappointing Lenten fish business.
- Oyster stocks good.

FLOUR AND CEREALS—
- Flour 30c bbl. cheaper than last year.
- Unusual demand for rolled oats.

GENERAL GROCERIES—
- Further drop in sugar expected did not materialize.
- Advance in peaches expected.
- Foreign beans being imported.

MANITOBA MARKETS.

Winnipeg, March 25.—At a conference of managers of a large manufacturing firm held this week, the business situation was thoroughly discussed. It was decided that retailers in the West are still only buying hand-to-mouth, and that their credit is being held down tight. This they believed would continue for some time, though they reported the grocery business to be in pretty good shape. From a profit standpoint, conditions are better in the West than in Winnipeg, where the competition among manufacturers and jobbers is exceptionally keen just now. The situation as summed up is that nobody is overloading, and yet business is ahead of last year, and orders are coming in freely.

A good authority named three canned lines which he was sure would advance in price before long—canned gallon apples, corn and peaches. He added that jobbers are at present selling these lines at practically what it would cost to bring them in.

The Sterling Fruit Co., Ltd., a wholesale house, opened up for business on Bannatyne Street East this week. Considerable interest is shown locally in their coming, as they are reported to be a branch of Nash, Ltd., Minneapolis, who are opening up in the western market pretty strong just now.

The most interesting features in local market just now are the panicky condition of the egg market, which took a serious drop last week; the unusual demand for rolled oats at this time of the year; the somewhat disappointing business done in fish during Lenten season, which dealers cannot account for, and the uncertainty existing in the sugar market, where further drops are expected by some, but have not yet materialized.

SUGAR AND SYRUPS.—It was expected that the drop of 10 cents per cwt. in the price of sugar which took place last week would be followed by another last Monday, but this did not occur. With this uncertainty in the market, the buying going on is still of hand-to-mouth kind. Wholesalers here state that another drop is not likely to take place at least until opening of navigation, about middle of April. The price of sugar is mighty low now, and buying or waiting is purely a gamble. Syrups are moving out freely. The season is now on, and no immediate change in price need be expected.

	Per cwt. in sacks.
Sugar, Eastern—	
Extra standard granulated	4 70
Extra ground or icing	5 20
Powdered	5 00
Lumps, hard	5 65
Montreal, yellow	4 30
Sugar, B.C.—	
Extra standard granulated	4 70
Yellow sugar, No. 1	4 30
Yellow sugar, No. 2	4 15
Yellow sugar, No. 3	4 05
Bar sugar	4 85
Icing sugar	5 05
Powdered sugar	4 85
H. P. lumps	5 55
Sugar packed in barrels 5c per cwt. more.	
Sugar, Western Ontario—	
Sacks, per 100 lbs.	4 70
Barrels, per cwt	4 65
Halves, 50 lbs., per cwt.	4 70
Bales, 20 lbs., per cwt.	4 75
Powdered, barrels	5 00
Powdered, 50s	5 35
Powdered, 25s	5 65
Icing, barrels	5 30
Icing, 50s	5 55
Icing, 25s	5 70
Icing, pails	5 60
Cut loaf, barrels	5 40
Cut loaf, 50s	5 65
Cut loaf, 25s	5 90
Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, ¼ doz. in case	2 77
Cases, 10-lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ½ doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
B. C. Cane Syrups—	
2 lb. tins, 2 doz. to case, per cs.	2 85
5 lb. tins, 1 doz. to case, per cs.	3 20
10 lb. tins, ½ doz. to case, per cs.	3 00
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	

Molasses—	Per gal.	
Barbadoes	0 45	0 50
New Orleans	0 33	0 35
Maple Syrups—	Per case.	
Imperial quarts, case 2 doz.	....	5 20
Imperial ½ gals., 1 doz.	....	4 75

DRIED FRUITS.—Prunes still indicate an upward tendency, especially in

medium and larger sizes. Big sales are recorded during past week, retailers apparently realizing that markets are becoming bare, and that prices are likely to go higher. Stocks are being drawn from heavily in Winnipeg, and there are only 2,500 tons in California to do from now until next crop arrives. Even the present high prices will look low before new crop comes. General tendency for peaches is in sympathy with other evaporated fruits, and it is only matter of a short time before they will advance. There is a fairly good supply in California yet, but the sales are exceptionally high on account of low price. Only a limited quantity of evaporated apples are selling, and very limited stocks are held in Winnipeg and eastern houses. Business generally in dried fruits is showing tendency to better results owing to small stocks in retail stores.

Apples, evaporated, new, per lb.	0 09	0 09½
Apricots—	Per lb.	
Extra choice	....	0 18½
Choice	....	0 18
Standard	....	0 17
Slab	....	0 15
Currants—		
Dry clean	....	0 06¾
Washed	....	0 07½
1 lb. package	....	0 07¾
2 lb. package	....	0 15¾
Dates—		
Hallowi, loose, per lb.	....	0 06½
Hallowi, 1 lb. pkgs.	....	0 07
Figs, Cooking—		
Choice, bags	....	0 05⅜
Nectarines	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 07½
Choice, 25-lb. boxes	....	0 07¾
Extra choice, 25-lb. boxes	....	0 08¾
Prunes, in 25-lb. boxes—		
90 to 100	....	0 07½
80 to 90	....	0 07⅝
70 to 80	....	0 08½
60 to 70	....	0 09¼
50 to 60	....	0 10⅜
40 to 50	....	0 13
Raisins, Valencias—		
Valencia selects, 28's	....	1 82
Valencia selects 14's	....	0 94
Valencia layers, 28's	....	1 90
Valencia layers, 14's	....	0 97
Raisins, Sultanas—		
California	....	0 09¾
Smyrnas	0 08	0 12½
Raisins, Muscatels—		
3 crown, loose, 50s	....	0 08
3 crown, loose, 25s	....	0 08¼
Choice seeded, lb.	....	0 09⅜
Extra fancy seeded, lb.	....	0 10

TEAS AND COFFEES.—Tea business continues fairly good. Low grades of Indias and Ceylons are higher. There has been no material change in the coffee market, except for a slight reaction, which was of no account.

Coffee—	Per lb.	
Rio, No. 5, green	....	0 13½
Rio, roasted	....	0 17
Santos, green, No. 4	....	0 14¼
Santos, roasted	....	0 22
Chicory, per lb.	....	0 11¼
Teas—		
China, blacks, choice	0 15	0 25
India and Ceylon, choice	0 22	0 32
Japans, choice	0 21	0 30

RICE AND TAPIOCA.—A further drop in rice has taken place in the prices of Japan and Siam, but apparently the decline has been checked, and prices now have probably reached their lowest point.

Rice—		
No. 1 Japan, per lb.	....	0 05¾
No. 2 Japan, per lb.	0 04¾	0 04⅞
Siam, per lb.	0 03¾	0 04
Patna, per lb.	0 06½	0 06½
Carolina, per lb.	....	0 08
Sago, pearl, per lb.	....	0 04
Tapioca, pearl, per lb.	....	0 04½

BEANS.—Canadian hand-picked beans are becoming scarce, necessitating bringin foreign goods, which can be laid down here cheaper and of better quality in many instances than Canadian product. Poor grade Canadian beans are selling at prices ranging from $2 to $2.25.

Beans—		
Austrian, hand picked	....	2 35
3 lb. picker	....	2 15
Peas—		
Split peas, sack, 98 lbs.	....	3 40
Whole peas, bushel	....	2 15
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 60

NUTS.—There is a limited sale of nuts at this period. Peanuts are the only ones active, and the price of these is holding steady. Large shipments are being brought in from Japan.

In shell—	Per lb.	
Almonds, Tarragona	....	0 17½
Filberts, Sicily	....	0 13¼
Peanuts, Jumbos, roasted	0 11½	0 13¼
Peanuts, choice, roasted	....	0 11
Pecans	....	0 20½
Walnuts, Grenoble	....	0 17
Walnuts, Marbot	....	0 14
Shelled—		
Almonds	....	0 42
Walnuts	....	0 37

SASKATCHEWAN MARKETS.

By Wire.

Regina, Sask., March 26.—Spring lines of goods continue to open up well. Volume of business is increasing, and encouraging reports are being sent in by the travelers. Markets are quiet this week. The McLean Fruit Co. are opening up an office in this city.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 20c; No. 2	....	0 15
Cheese, per lb.	0 16⅞	0 17
Eggs, fresh, per doz.	....	0 28
Lard, 3's, per case	....	8 15
Lard, 5's, per case	....	8 05
Lard, 10's, per case	....	7 90
Lard, 20's, each	....	2 75
Dried Fruits—		
Apricots, choice	....	0 17¾
Currants, gulf cleaned	....	0 08¼
Figs, natural 6's	....	0 06¾
Evaporated apples, per lb.	....	0 09½
Dried peaches, 25s	....	0 09
Dried peaches, choice, 25s	....	0 09½
Prunes, 70-80, 25s	....	0 09
Raisins, muscatels, 50s	....	0 07¾
Raisins, muscatels, 25s	....	0 07½
Raisins, Valencias, select, 28s	2 35	2 65
Raisins, seeded, choice	0 07½	0 09¼
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.	....	1 25
Grape fruit, Florida	....	6 00
Lemons, Messina	....	5 25
Lemons, California	....	4 75
Oranges, navel	2 75	3 25
Onions, Val.	6 50	6 75
Tomatoes, Cal., case	....	2 50
Nuts—		
Almonds, whole	0 17¼	0 18¼
Brazil	0 18	0 21
Filberts	....	0 14½
Walnuts	....	0 19
General—		
Potatoes, per bushel	....	0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel	....	2 85
Coffee, whole, roasted, Rio	....	0 17
Rice, per cwt.	....	4 00
Sugar, standard, gran., per wt.	....	5 07
Sugar, yellow, per cwt.	....	4 67
Canned Goods—		
Apples, gals., case, $1.61-$1.91, doz.	....	3 82
Corn, standard, per 2 dozen	....	2 21
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches	....	2 91
Strawberries and raspberries	....	4 20
Tomatoes, standard, per dozen	....	2 65
Salmon, Sockeye, 4 doz. case, 1s	7 35	7 60
Sockeye, ½s	....	9 80
Red springs, 1s	....	6 70
Cohoes, 1's, $5.50; hump back 1's	....	3 60

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., March 26.—Fine weather is aiding spring business, and collections are greatly improved. Dealers are well satisfied with conditions thus far. Market shows little activity, however. Leading staples are quiet, with no change in flour or sugar. Market is about the same as last week. Yellow eye beans are firmer, and slightly advanced. Molasses is easier, early arrivals lowering quotations. Big drop occurred in eggs, which are much more plentiful now, and promise good supply for Easter. Case are now 25 cents per dozen; hennery, 2 cents. Butter is a little easier. Cheese is higher at 17 to 17½ cents. Lard (pure) is a little higher at 15 and 15½ cents.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	....	0 17
Beef, barrel	23 75	25 00
Pork, American clear, per bbl.	25 00	27 00
Pork, domestic, per bbl.	....	29 50
Butter, dairy, per lb.	0 27	0 28
Butter, creamery, per lb.	0 30	0 31
Cheese, per lb.	0 17	0 17½
Eggs, in case, 25c; hennery	....	0 28
Lard, compound, per lb.	0 11¾	0 12
Lard, pure, per lb.	0 15	0 15½
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25	3 50
Cornmeal, gran.	....	5 50
Cornmeal, ordinary, bags	....	1 65
Flour, Manitoba, per bbl.	....	6 45
Flour, Ontario, per bbl.	....	5 85
Rolled oats, per bbl.	....	5 40
Oatmeal, standard, per bbl.	....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 50	4 00
Oranges, Val., case	4 00	5 50
Potatoes, barrel	....	1 70
Sugar—		
Standard granulated	4 30	4 40
United Empire	4 20	4 30
Bright yellow	4 10	4 20
No. 1 yellow	3 80	3 90
Paris lumps	5 25	5 50
Molasses, Barbadoes, fancy	0 28	0 29
Valencia onions, in crates	4 75	5 00
Currants, 1s, per lb.	0 08	0 08¼
Raisins, California, seeded	0 10	0 10½
Rice, per cwt.	3 60	3 70
Beans—	Per bushel.	
Canadian white	2 25	2 35
Yellow eye	3 65	3 75
Canned Salmon—	Per 4 doz. case	
Pinks	4 25	4 50
Cohoes	6 00	6 25
Red Spring	7 35	9 00

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 26.—Merchants report business in all lines to be good. There are not many changes to report. Rolled oats have advanced 20 cents per barrel. Spanish onions are quoted at 4½ cents. Before long we will have Egyptians on the market, but no quotations are to hand as yet. Cheese is being held firm at 17 cents per pound. Dealers are asking 25 cents per case advance on all grades canned salmon, as this article is being quoted at 25 cents to 50 cents higher on the coast. Standard granulated sugar is $4.30 per 100 pounds, and United Empire $4.20. Potatoes have advanced 10 cents per bushel.

EXPANDING A FISH TRADE.

To sell fish unless a customer is positively in need of it, a dealer must display it in a manner that will create a desire for it. James Vair, Barrie, Ont., has built up a big fish business in the past five years by having his halibut sliced up nicely, and placed in front of the store, where the housewife can see it when passing. Prior to five years ago Mr. Vair sold little halibut, the price being 20 cents per lb. Now it runs around 15 cents. Incidentally Mr. Vair's business has become so large, new premises are necessary.

FLOUR and CEREALS

Both Oatmeal and Cornmeal Advance on Ontario Markets

Caused by Firmness of Grains — Mill Feeds Cheaper in Mixed Car Lots Than in Straight— Flour Unchanged, Prices Now Thought to Depend on Export Business.

MONTREAL.

FLOUR. — Situation is unchanged from one week ago, and volume of business passing at present is keeping millers busy. Domestic as well as the export business is at its best, and situation is quite steady. There does not look to be any change at present, and local millers do not anticipate any immediate move in either direction.

	Small lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	5 60
Second patents	5 10
Strong bakers'	4 90
Flour in cotton sacks, 10 cents per barrel more.	

	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	4 60	5 00
90 per cent.	4 30	4 50
Straight roller	4 10	4 30
Blended flour	4 60	4 80

CEREALS.—There is nothing in this market of any interest, as demand is still quite steady, but rather slow, while prices remain unchanged from one week ago.

	Per 98-lb. sack
Cornmeal—	
Kiln dried	2 10
Softer grades	1 95
Rolled Oats—	90's in jute
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 96-lb. sack	2 40 2 75

MILL FEEDS.—There is still same strong feeling prevailing in local market, and situation does not appear to be showing any improvement. Demand has been very heavy, and there is no sign of any let-up in that direction yet. Majority of dealers are well oversold into next month, and no improvement is expected in situation for at least two or three weeks. As stated last week, situation is such that millers claim they could get from $1 to $2 above present price from some centres, but they are satisfied with following quotations:

Mill Feeds—	Car lots, per ton
Bran	23 00
Shorts	25 00
Middlings	28 00
Wheat moulee	28 00
Feed flour	33 00
Crushed oats, ton	29 00
Oat chop, ton	29 00
Mixed chop, ton	29 00
Barley chop, ton	29 00

TORONTO.

FLOUR.—There is still firm feeling in this market, and prices are unchanged. One authority, well known on the street, voiced the opinion, however, that unless export business improved prices would have to come down.

Reports of conditions of winter wheat crop continue to be good, although many regard the present season, when snow is going off and ground is freezing at night, as a very critical time. Wheat markets from now on will to a large extent be ruled by speculative element.

	Small lots, per bbl.	Car lots, per bbl.
Manitoba Wheat Flour—		
First patent	5 70	5 50
Second patent	5 20	5 00
Strong bakers	5 00	4 80
Flour in cotton sacks, 10c per bbl. more.		

	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—		
Fancy patents	5 55	4 95
90 per cent.	5 05	4 55
Straight roller	4 95	4 75
Blended flour	4 80	4 85

CEREALS.—Rolled oats and cornmeal have advanced 5 cents a bag owing to continued strength in grain markets. Corn has firmed up considerably, and strength in corn is generally accompanied by strength in oats. Future action will depend entirely on the grain markets. Business continues good.

Barley, pearl, 98 lbs.	....	4 50
Barley, Dutch pearl, 98 lbs.	....	4 75
Barley, pot, 98 lbs.	2 75	3 00
Buckwheat flour, 98 lbs.	3 75	4 75
Buckwheat grits, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	....	2 50
Cornmeal, yellow, 98 lbs.	2 10	2 30
Graham flour, 98 lbs.	....	2 70
Hominy, granulated, 98 lbs.	2 40	2 50
Hominy, pearl, 98 lbs.	....	2 50
Oatmeal, standard, 98 lbs.	2 47½	2 60
Oatmeal, granulated, 98 lbs.	2 47½	2 60
Peas, Canadian, boiling, bush.	2 00	2 25
Peas, split, 98 lbs.	3 25	3 65
Rolled oats, 90-lb. bags	2 25	2 37½
Rolled wheat, 100-lb. bbl.	3 00	3 25
Rye flour, 98 lbs.	2 75	3 00
Wheatlets, 98 lbs.	2 90	3 10
Whole wheat flour, 98 lbs.	....	2 85

MILL FEEDS.—Market is still strong as ever, and one or two mills are known to be asking a dollar or two more per ton than prices quoted underneath. These prices, however, are the prices given by most, especially for mixed car lots. Straight car lots are sold a little higher, however.

Mill Feeds—	Car lots, per ton.	
Bran	....	23 00
Shorts	....	25 00
Middlings	27 00	28 00
Wheat moulee	27 00	28 00
Feed flour, per bag	1 55	1 60

WINNIPEG.

FLOUR.—Western flour business continues quiet, although wheat market has advanced considerably, and is still firm. No advance is taking place in flour. Wheat prices are about on same basis as last year, though flour was 30c a barrel higher than at present.

	Per bbl.
Manitoba Wheat Flour—	
First patents	5 30
Second patents	4 70
Strong bakers'	4 00

CEREALS.—Conditions still same, it being impossible to get enough rolled oats, although plants are running full time. The situation is peculiar, as at this time, manufacturers are usually stocked up. Travelers are at a loss to account for big demand unless it is that more Scottish people are coming West.

Rolled oats, per 80 lbs.	1 75	1 80
Oatmeal, fine, standard and gran'd, 98 lbs.	....	2 25

WINNIPEG.

GREEN FRUITS.—An advance will be noted in Baldwins Nos. 1 and 2 and in Ben Davis, price of latter being $6 and $5.50 for Nos. 1 and 2 respectively. Rome Beauties are selling at $3. These, with Washington wine saps are only ones offering. Receipts of barrel apples from the East are all through. A few straggling cars are coming in from West. Demand is good. Grape fruit market is unchanged. A lot of poor grape fruit is being offered at cheap prices. The demand for navel oranges is good, and there is an increase of 25c. a box over last week's prices, but the price is still reasonable. Marmalade oranges are off market. Bananas are selling well, with receipts heavy. Owing to frosts in Louisiana, car load shipments of strawberries have been delayed 2 to 3 weeks. Nothing need be expected in car lots until April. California strawberries are selling 50 to 60c. a quart.

Apples—		
Baldwins, No. 1's	7 00	7 50
Baldwins, No. 2's	6 00	6 50
Washington Rome Beauties, ex. fancy	....	3 00
Wine saps, Spitz, ex. fancy	....	3 00
Bananas	2 50	3 00
Almeria grapes—		
Extra fancy, heavyweights	....	7 50
Grapefruit, 54-64-80 size, case	....	5 50
Lemons—		
California	4 50	5 00
Messina	....	4 00
Oranges—		
California navels	3 00	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 00
Pineapples, per case	....	6 00
Strawberries, Florida, per quart	0 50	0 60

VEGETABLES.—Two cars of New Zealand onions arrived last week. Stocks are poor. An odd car of Valencias arrives now and then, in good condition, selling $5 to $6 per crate. Southern red globes are bringing $5 per cwt. and are scarce. Celery is in good demand, and tendency is for market to get firmer. Both California and Florida stock is arriving in car lots. The California cauliflower and head lettuce season is over. First receipts of green peas are bringing 15c. per quart, and asparagus 25c. Old carrots and parsnips are selling for 2½c.

Asparagus, per lb.	....	0 25
Beets, per cwt.	....	2 25
Brussels sprouts, lb.	....	0 25
Cabbage, Texas, per ton	60 00	70 00
Carrots, per cwt.	....	2 50
California celery, crate	....	6 00
Florida celery, crate	....	3 75
Cucumbers, extra fancy, hothouse, doz.	....	2 75
Green peas, lb.	....	0 15

FRUIT & VEGETABLES

Will U. S. Put Embargo On Potatoes From Maine?

If so, Maine Growers Will Likely Seek Canadian Market — Season for Heavy Consumption of Bananas Now Approaching—Oranges Easier at the Moment—Several New Lines of Vegetables on Market at Toronto.

MONTREAL.

GREEN FRUITS.—Quality of fruit being received just now might possibly result in higher prices, but up to present it has not had any effect in that direction. Market is quite firm at quotations given. California navels have declined 25 cents from one week ago, but other prices remain unchanged. There is strong feeling as regards apples and stocks are none too heavy. Quality is only fair. There are cheaper prices being quoted for strawberries by some of local dealers but choice stock is still demanding figures given last week.

Apples—		
Spies, No. 1s, very fine, bbl.	....	7 00
Baldwins, No. 1s	....	6 50
Baldwins, No. 2s	....	5 00
Russetts, No. 1s	....	6 00
Russetts, No. 2s	....	5 00
Ben Davis, No. 1s	....	5 50
Ben Davis, No. 2s	....	5 00
Bananas, crate	2 00	2 50
Cape Cod cranberries, bbl.	....	16 00
Almeria grapes—		
Extra fancy heavyweights	....	6 50
Fancy, heavyweights	....	6 00
Medium quality, for immediate use	....	5 50
Grapefruit, 54-64-80-96 size, case	....	4 00
Lemons—		
Extra fancy, 300 size	....	3 50
Fancy, 300 size	....	3 00
Oranges—		
Floridas, 150-176-200	....	3 50
Mexicans, 126-150, $2.00; 176-200-216-250.	....	2 40
California navels, 126-150-176-200-216-250	....	2 75
Marmalade, 200 size, box	....	3 25
Pears—		
California Nellis, box	....	4 00
California Nellis, half box	....	2 75
Pineapples—		
24 size	....	5 00
30 size	....	4 00
36 size	....	4 00
Strawberries, per quart	0 50	0 55

VEGETABLES.—There is little change in local situation from last week. There is still very strong feeling as regards Canadian vegetables which are scarce here. Onions are also quite firm and holding their high price steadily. Potatoes are unchanged from one week ago and stocks on hand are small. There is not a great deal of movement in any one line and business could stand quite a lot of stimulation. Spinach is firmer and has advanced 75 cents per barrel. Some of dealers are quoting cheaper prices for Spanish onions, but majority are sticking to former price of $5.50 per case.

Beans, wax, crate, Florida	6 50	7 00
Beans, string, crate, Florida	6 50	7 00
Beets, bag	....	1 25
Brussels sprouts, quart	0 28	0 30
Cabbage, bbl.	2 75	3 00
Cabbage, per dozen	....	1 25
Carrots, bag	....	1 50
Cauliflower, crate 2 doz.	....	5 50
California celery, crate, $6.50-$7.50; Florida, crate	3 00	3 25
Cucumbers, Boston, dozen	....	2 00
Egg plant, crate, 2 dozen	....	5 00
Garlic, per lb.	....	0 10
Lettuce, Boston, box	....	2 25
Mushrooms, basket, 4 lbs.	....	2 50
Onions—		
Spanish, per crate, 150 lbs.	5 00	5 50
Spanish, half case	3 00	3 25
Red Danvers, 100-lb. bag	....	5 00
Shalottes, per dozen bunches	....	0 50
Parsnips, bag	....	1 50
Parsley, American, per doz., bunches	....	0 75
Parsley, Canadian, per doz. bunches	....	0 35
Peppers, green, 3½ qt. basket	....	0 75
Potatoes—		
Green Mountains and Quebecs, bag	1 00	1 10
Potatoes, sweet, Jersey, hpr.	....	2 00
Turnips, Quebec, bag	0 75	1 00
Tomatoes, Florida, per lb.	4 50	5 50
Spinach, C.H., box	....	2 50
Spinach, C.H., barrel	....	4 50
Young onions	....	0 30
Radishes, per doz. bunches	....	0 40

TORONTO.

GREEN FRUITS.—Milder weather, such as it has been so far, has stimulated fruit business considerably and from now on dealers will be kept pretty well on the jump. Large receipts of California oranges have caused a slight and quite unexpected easiness in orange prices which, with some dealers, has been followed by a decline of about 10 cents, while with others prices have ruled steady. It is believed by those best informed that market has eased only temporarily as consumption did not increase quite as rapidly in proportion as did supplies, and in a week or two prices are expected to go up again; further advances during season are probable but even at that prices will continue to be reasonable.

Bananas are on upward tack as season for greater consumption of this fruit is now coming on, market, however, depends largely on the weather. As noted below prices are up a little from what they have been. Jamaica bananas this year are reported as being of finest quality ever.

Lemons at the moment are higher in Sicily and prices here may be somewhat higher before the Verdellis come in. Locally, there has been no change. Grape fruit is more in demand now than at any time for the past few months. Apples remain firm as ever, and some are asking $6.50 and $7.00 a barrel.

Apples—		
Spies, hand-picked, barrel	5 00	6 00
Other varieties, winter apples, No. 1s	4 50	5 25
Other varieties, winter apples, No. 2s	3 50	4 00
Local, bbl.	2 00	4 00
IMPORTED.		
Apples, Jonathans, case, fancy, extra	2 50	3 00
Spitzenbergs, per box	2 75	3 00
Roman Beauties, box	2 75	3 00
Bananas, per bunch	1 50	2 00
Cranberries, long keepers, box, $3.75; bbl.	11 00	13 00
Grapefruit, Florida, case	4 00	5 00
Grapefruit, Cuban, case	3 50	4 00
Grapes, Malaga	6 50	8 50
Grapes, hot house, lb.	0 75	0 90
Oranges—		
California navels	2 75	3 25
Floridas, best grades	....	3 00
Messinas	....	3 00
Sevilles	....	3 00
Lemons, Messina, 360's, new	2 75	3 50
Pineapples, Floridas	4 00	5 00
Pineapples, Cuba, case	4 00	4 50
Strawberries, per quart	0 35	0 40

VEGETABLES.—Potatoes are easier in price this week, and are procurable at $$1.00 to $1.10 per bag and some dealers believe that they are easy at these quotations. If U.S. puts embargo on potatoes from Maine these may find their way into Canada and have a further depressing effect on prices. Asparagus and southern cabbage are lower in price, while onions are firmer. Quite a number of new lines are on market this week; they are as follows: cucumbers, per doz., $2.00 to $2.75; green peppers, per basket, 75 cents; new potatoes, from Bermuda, $9 to $12 per barrel; Canadian parsley at 25 cents per dozen bunches.. and Canadian radishes at 60 cents a dozen.

Asparagus, Cal., large bunch	0 55	0 75
Beets, Canadian, per bag	1 25	1 75
Brussels sprouts, quart	0 18	0 25
Cabbage, Ont., bbl.	2 50	2 75
Cabbage, new, Southern, bbl.	2 50	3 25
Carrots, Canadian, bag	1 35	1 75
Cauliflower, Cal., per crate 2 doz.	3 50	4 50
Cucumbers, doz.	2 00	2 75
California celery, case	4 50	5 50
Florida celery, case	2 75	3 00
Egg plants, per doz.	....	3 00
Mushrooms, per lb.	0 60	0 75
Onions—		
Spanish, crate	4 75	5 00
Large cooking, bag 100 lbs.	4 50	5 00
Green, doz., Canadian, 20-30c; U.S.	0 40	0 60
Parsnips	1 25	1 75
Green peppers, basket	....	0 75
Potatoes, New Brunswick, per bag	1 00	1 10
Potatoes, Ontario	0 90	1 00
Sweet potatoes, kiln dried, hamper	1 10	1 40
Potatoes, new, Bermuda, per bbl.	9 00	12 00
Parsley, doz. bunches, Can., 25c; U.S.	....	0 75
Rhubarb, per dozen	0 90	1 10
Tomatoes, hothouse, lb.	....	0 40
Tomatoes, Florida, per case	4 50	5 00
Turnips, bag	0 30	0 50
Radishes, Can., per doz.	....	0 60

LIGHT AND WINDOW DISPLAY.

Dark blue reflects 6½ per cent. of the light falling upon it.

Dark green, about 10 per cent.

Pale red, more than 16 per cent.

Dark yellow, 20 per cent.

Pale blue, 30 per cent.

Pale yellow, 40 per cent.

Pale green, 46½ per cent.

Pale orange, nearly 55 per cent.

And pale white, 70 per cent.

A window finished in light oak can be lighted with much less wattage than a window finished in dark mahogany; likewise, a window in which white goods are displayed.—American Architect.

FISH AND OYSTERS

Stocks of Fish on the Eastern Markets Quite Low

Stormy Weather Retards Fishermen—Cod and Sea Herrings Scarce—Shipments Received at Halifax Relieve Situation There.

MONTREAL.

FISH AND OYSTERS.—With more suitable weather last week for frozen fish there was a revival in the trade, and round lots of salmon and halibut went into consumption. This is not to be wondered at, because prices are more reasonable in comparison with other lines.

Market is practically sold out of pickled and salt fish. There are a few salmon and sea trout left. Labrador herrings for once are completely sold out. There are a few prepared fish available, such as boneless and stripped cod. Very limited quantities of fresh fish have been received, due to stormy weather, and as a consequence prices are ruling high, and no improvement is expected until next month.

Trade in oysters is very slow, and as fine weather has prevailed over area of producing grounds, stocks are accumulating and prices on decline.

Lobsters are all easier. A few lines of fresh fish, such as pickerel, pike, doree and carp, are expected from nearby lakes every day now, but that trade will not amount to much until weather becomes milder.

Reviewing situation, as we have now passed mid-Lent, turnover compares favorably with last season, but we don't think it will be equally as profitable.

TORONTO.

FISH AND OYSTERS.—Market continues active, although milder weather does not tend to increase business any. Locally there is some scarcity of fillets of haddies, and prices are quoted one cent higher; sea herring and lobsters are also very scarce. Season for oysters will soon be over now.

On the whole, fish dealers are pretty well satisfied with amount of trade done since Christmas, and report Ontario's appetite for fish to be steadily growing.

SMOKED FISH.

	Montreal.	Toronto.
Haddies, per lb.	$ .8-.9	$ .10
Haddies, 16-lb. and 30-lb. boxes, lb.	.10	.10
Haddies, fillets, per lb.	.13	.13
Haddies, Niobe boneless, per lb.	.10	.10
St. John's bloaters, 100 in box	1.10	1.20
Yarmouth bloaters, 60 in box	1.10	1.20
Smoked herrings, medium box	.13	.15
Smoked boneless herrings, 10-lb. box	1.00	1.15
Kippered herrings, selected, 60 in box	1.10	1.25
Kippered herrings, ordinary, 60 in box	1.10	1.20
Imported Scotch kippered herrings, box 40	....	1.75
Smoked salmon, per lb.	.22	.23
Ciscoe herrings, a basket 15 lbs.	1.75	1.80
Smoked eels	.12	.10
Smoked halibut	....	.20

FROZEN FISH—SEA FISH.

	Montreal.	Toronto.
Salmon—Gaspe, large, per lb.	.15-.16	.12
Salmon—Gaspe, medium and small, per lb.	.14-.15	.12
Salmon, red—steel heads, per lb.	.12-.13	.12-.14
Salmon, red—sockeyes, per lb.	.10-.11	.07-.11
Salmon, red—Cohoes or silvers, per lb.	.08½-.09	.07-.11
Salmon, pale qualla, dressed, per lb.	.07-.07½	.06½-.09
Halibut, white western, large and medium, per lb.	.08-.08½	.09-.10
Halibut, eastern chicken and medium, per lb.	.10-.11	....
Mackerel, bloater, per lb.	.07-.08	.09
Herrings, medium, 50 lb., per 100 count	....	2.50
Herrings, large, 85 lb. per 100 count	....	2.75
Haddock, medium and large, per lb.	.06-.07	.05
Market codfish, per lb.	.05½-.06	.05
Steak codfish, per lb.	.06½-.07	.09
Pollock, per lb.	.04½-.05	.04½
Smelts, extras 10, 20, 25, per lb.	.15	.15
Smelts, medium to large, per lb.	.12	.12
Smelts, small, per lb.	.06	.08
Flounders, per lb.	.06	.06
Canadian soles, per lb.	.08	....
Blue fish, per lb.	.16-.17	.14
Striped Sea Bass, large, per lb.	.17-18	....
Striped sea bass, small, per lb.	.10-.11	....
Sea trout, per lb.	.10-.11	.07½
Shad	.10	....

LAKE AND RIVER.

White fish, large, per lb.	.10-.11	.10-.11
White fish, small tulibees, per lb.	.06½-.07	.07
Lake Trout, large and medium, per lb.	.11-.12	.12
Dore, dressed or round, per lb.	.09-.10	.09-.10
Pike, dressed and headless, per lb.	.06½-.07	.06
Pike, round	.05½-.06	....
Eels, per lb.	.10	.10
Pike, round, per lb.	.06-.06½	.06
Eels, per lb.	.10	.10
Perch, per lb.	.08-.09	....
Carp	.12	....

PICKLED FISH.

Salmon, Labrador tierces 300 lb.	21.00	....
Salmon, Labrador bbls. 200 lb.	15.00	....
Salmon, Labrador, half bbls. 100 lbs.	8.00	....
Salmon, B.C., bbls.	14.00	14.00
Sea trout, Baffin's Bay, bbls. 200 lb.	12.00	....
Sea trout, Labrador, bbls. 200 lb.	11.50	....
Sea trout, Labrador, half bbls. 200 lb.	6.75	....
Mackerel, N.S., bbls. 200 lb.	12.00	....
Mackerel, N.S., half bbls. 100 lb.	6.25	....
Mackerel, N.S., pails 20 lb.	1.50	1.75
Herrings, Labrador, bbls.	6.25	6.50
Herrings, Labrador, half bbls.	3.50	3.50
Herrings, Nova Scotia, bbls.	6.00	....
Herrings, Nova Scotia, half bbls.	3.25	....
Lake trout, half bbls.	....	8.00
Quebec sardines, bbls.	6.00	....
Quebec sardines, half bbls.	3.50	....
Turbot, bbls.	15.00	....
Tongues and sounds, per lb.	.10	....
Scotch herrings, imported, half bbls.	8.00	....
Scotch herrings, imported, kegs	1.25	1.25
Holland herrings, imported milkers, hf bbls.	6.50	....
Holland herrings, imported milkers, kegs	.75	.75
Holland herrings, mixed half bbls.	6.00	....

SALT FISH.

No. 1 green cod, large, bbls.	11.00	....
No. 1 green cod, medium, bbl.	10.00	....
No. 1 green cod, small, bbl.	8.50	....
No. 1 green cod, haddock, medium, bbl.	8.50	....
No. 1 green cod, haddock, small, bbl.	7.50	....
No. 1 green cod, pollock, medium, bbl.	7.50	....
No. 1 green cod, hake, medium, bbl.	6.50	....
No. 1 Quebec eels, large, per lb.	.08	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7.50	7.50
Dried hake, medium and large, 100 lb.	7.00	....
Dried pollock, medium and large, 100 lb.	7.00	....
Dressed or skinless codfish, 100-lb. case	7.00	7.00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07½	.08
Boneless Codfish, 2-lb. blocks, 20-lb. boxes, per lb.	.07	.07
Boneless codfish, strips, 30-lb. boxes	.10	10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1.80	1.80
Boneless codfish, in 2-lb. and 3-lb. boxes	.15	.15

BULK OYSTERS, CLAMS, ETC.

Standards, imp. gallon	1.40	1.50
Solid meats, imp. gallon	1.70	1.75
Selects, best, imp. gallon	1.80	1.90
Selects, solid meats, imp. gallon	2.00	2.00
Best clams, imp. gallon	2.50	....
Best scollops, imp. gallon	2.50	....
Best prawns, imp. gallon	2.00	....
Best shrimps, imp. gallon	2.25	....
Sealed best standards, quart cans, each	.35	....
Sealed best select, quart cans, etch	.45	....

OYSTERS, CLAMS, MUSSELS AND SHELL FISH—CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8.50	....
Malpeque shell oysters, selected C.C.I., per bbl.	12.00	....
Malpeque, shell oysters, selected J.A.P., per bbl.	10.00	....
Malpeque, shell oysters, selected XXX, per bbl.	9.00	....
Malpeque, shell oysters ordinary, per bbl.	8.00	....
Malpeque, shell oysters, caraquets, per bbl.	6.00	....
Clams, per bbl.	9.00	....
Mussels, per bbl.	6.00	....
Live lobsters, medium and large, per lb.	.30	.50
Boiled lobsters, medium and large, per lb.	.32	....
Scotch herrings, mixed kegs	.65	.65

ST. JOHN, N.B.

FISH.—Fish supply in this city has been remarkably scanty since Lent set in, and demand has only served to accentuate small stocks on hand. Stocks of dried codfish are particularly low, and one leading dealer here said this week that he did not believe there were fifty quintals altogther in store. Prices are correspondingly high.

HALIFAX, N.S.

FISH.—Situation on local fish markets was relieved to some extent at the end of last week by arrival of vessel with 25,000 pounds of fresh halibut. There were purchasers for the fish as soon as vessel tied up at wharf. Fish sold at 15 cents per pound retail.

There has not been a lobster for sale here all this week. There are only small quantities of dry fish on market, and prices are high.

WINNIPEG.

FISH AND POULTRY.—Business during Lenton season is claimed to have been disappointing, and dealers are at a loss to explain it. No good reason can be advanced unless it is that people have been cleaning up their potatoes. Good business is looked for, however, for the last ten days of Lent. Demand for poultry is steady, with no changes in price. Oysters are moving freely, and stocks are fine.

Fish—		
Fresh whitefish, per lb.	....	0 08½
Halibut	....	0 08
Salmon	....	0 10
Smelts	....	0 10
Herring	....	0 06
Lake trout	....	0 12
Cod fish	....	0 10
Cured Fish—		
Smoked goldeyes, per doz.	....	0 50
Finnan haddies	....	0 08
Holland herring, keg	....	0 08
Labrador herring, ½ bbl.	....	4 25
Oysters—		
Per gallon	....	2 75
Large tins, 4 1-6 gals.	....	10 50
Poultry, Live—		
Fowls	0 08	0 10
Chickens	....	0 12
Turkeys	....	0 15
Ducks	....	0 12
Geese	....	0 12
Poultry, Dressed, Fancy No. 1—		
Fowl	....	0 17
Chickens	....	0 21
Turkeys	....	0 26
Ducks	....	0 23

PRODUCE & PROVISIONS

Eggs on the Toboggan Slide; Supplies From All Quarters

Even Edmonton is Shipping to the East—Butter Also Inclined to be Easier Owing to Larger Receipts of Fresh Made—Cheese Holds Firm—More Live Poultry Offering.

MONTREAL.

PROVISIONS.—The market is firming up a bit since last week, but it is still quite weak, and, although there are orders coming in for Easter trade, these are quite small, and could not be compared with usual orders received. Business in this branch is practically at a standstill, and no improvement is looked for until after Lent. Pure lard has declined ¼ cent per pound all round, and is still weak at present figures. Pork is quite easy at present time, and it might be mentioned here that, although we shipped pork to West during recent years, this year our market is receiving shipments from Alberta. This fact has weakened local market to some extent, and has also had a weakening effect in lard. Clear fat pork has declined 50 cents per barrel. Both abattoir fresh killed and country dressed hogs have declined 25 cents from last week.

Hams—	Per lb.	
Medium, per lb.	....	0 18½
Large, per lb.	0 18	0 18
Backs—		
Plain, bone in	....	0 23
Light, per lb.	....	0 19
Boneless	....	0 26
Peameal	....	0 23
Bacon—		
Breakfast	0 19	0 21
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled	....	0 26
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	29 00
Heavy short cut clear	....	29 00
Clear fat pork	....	28 00
Clear pork	....	27 00
Lard, Pure—	Per lb.	
Tierces, 375 lbs. net	....	0 14
Tubs, 50 lbs. net	....	0 14¼
Boxes, 50 lbs. net	....	0 14¼
Pails, wood, 20 lbs. net	....	0 14½
Pails, tin, 20 lbs. gross	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case	....	0 15
Bricks, 1 lb. each	....	0 15½
Lard, Compound—		
Tierces, 375 lbs., net	....	0 10½
Tubs, 50 lbs., net	....	0 10¾
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 11
Pails, tin, 20 lbs., gross	....	0 11
Cases, 10-lb. tins, 60 in case	....	0 11¾
Cases, 3 and 5-lb. tins, 60 incase	....	0 11¾
Bricks, 1 lb. each	....	0 12¼
Hogs—	Per cwt.	
Dressed abattoir killed	13 50	13 75
Dressed, country	12 75	13 00

BUTTER.—Market here is a trifle easier from last week, and stocks are in better shape. There have been a few round lots of new make received locally during week, and, although this has been quoted at an advance of 2 cents over winter-made, it is selling at same price as finest September-October has been quoted. Local dealers are now quoting 30 cents for all butter, with exception of dairy, which is ranging from 24 to 26 cents. It is claimed that United States markets are also weak, and one of the local men said to-day that there was a quantity of that butter offered here.

Butter—		
Finest creamery	....	0 30
Dairy butter	0 24	0 26

EGGS.—Last week saw quite a change from previous weeks in this market. Eggs were shipped in from all centres, and market was practically glutted. Decline of 6 cents took place, and new-laid eggs are now quoted at 27 cents per dozen. Splits are down to 25 cents, while Chinese eggs have been reduced to 23-24c per dozen. This has hit produce merchants a little harder than expected, as eggs which they had stocked at beginning of week were bought at better price than they are able to sell for, as they had stocked up for two weeks, and when receipts became so heavy that prices suffered they naturally had to reduce their prices accordingly, with result that they have been selling eggs at a loss for past few days. This, however, will only affect them for two weeks' supply which they had stocked. Retailers will have suffered same way, as some of them are quoting 40 cents per dozen to-day, while others are as low as 32 cents. Market is quite easy at present figures.

Eggs, case lots	Per dozen.	
New laids	....	0 27
Splits	....	0 25
Chinese	0 23	0 24

CHEESE.—Outlook for season of 1914 is causing quite a lot of comment, and there are some who think that make this year will not be as heavy as that of last year, which was considered to be a small one. At present time local dealers are pretty well cleaned out, and practically all stock available now is in hands of produce merchant, but is quite ample to fill requirements of retail trade. Market is quite firm, as are prices.

Cheese—		
Old specials, per lb.	0 17	0 18
September and October	0 15½	0 16
November, per lb.	0 15½	0 16
Stilton	....	0 18

HONEY.—There is little change in situation locally, and market is still quite weak, with abundance of stock to be had. There has been no change as regards price, and demand is much the same.

	White Clover per lb.	Buckwheat per lb.
Honey—		
Barrels	0 11½	0 08½
Tins, 60 lbs.	0 12	0 09
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 20	0 15—0 16

POULTRY.—Fresh stock cannot be obtained at present, and storage stock has to be depended upon. Lenten season has slackened up demand to a certain extent, but, aside from this fact, there seems to have been a general falling-off. Prices remain unchanged, and are quite firm, as demand is quite ample to take care of present stocks.

POULTRY.

Fresh stock—	Live.	Dressed.
Broilers, per lb.	....—....	....—0 25
Ducks, milk fed	0 16—0 18	0 18—0 19
Fowl	0 18—0 20	0 17—0 19
Geese	.....	0 15—0 16
Turkeys, spring	.....	....—0 23
Turkeys, old Tom	.....	0 14—0 16
Milk fed chickens, lb.	.....	....—0 25
Milk fed broilers, lb.	.....	....—0 30

TORONTO.

PROVISIONS.—Very fair business continues to pass on local market and as indicated last week many provision men do not notice that Lent has caused any slackening in demand. In conversation with a number of packers they expressed themselves as thinking that no change in prices was to be anticipated at present, outside of the ordinary fluctuations of the market. Later on, however, the tendency will probably be towards higher prices, although at present no definite opinion can be given.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18½
Large, per lb.	0 16	0 18
Backs—		
Backs, per lb.	0 22	0 24
Boneless, per lb.	0 23	0 26
Pea meal, per lb.	0 23	0 27
Bacon—		
Breakfast, per lb.	0 18	0 22
Roll, per lb.	0 15	0 16
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 13½	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 28
Hams, roast, per lb.	0 25½	0 28
Shoulders, boiled, per lb.	....	0 22
Shoulders, roast, per lb.	....	0 22
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	27 00
Short cut, per bbl.	27 50	28 50
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13	0 14½
Tubs, 60 lbs., per lb.	0 13¼	0 14¾
Pails, 20 lbs., per lb.	0 13½	0 15
Tins, 3 and 5 lbs., per lb.	0 13¾	0 15½
Bricks, 1 lb., per lb.	0 14¼	0 16
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09¾	0 10¾
Tubs, 50 lbs., per lb.	0 10	0 11
Pails, 20 lbs., per lb.	0 10¼	0 11¼
Hogs—		
F.O.B., live, per cwt.	8 90	9 00
Live, fed and watered, per cwt.	9 25	9 50
Dressed, per cwt.	12 50	13 75

BUTTER.—From all information to hand it appears that stocks of storage butter here are limited, but against this must be placed fact that amount of fresh made butter coming forward is increasing and will altogether likely be able to take care of all requirements. Hence tone of market is easier than it

nas been for some weeks past and slightly easier prices are quoted. Quality of fresh-made coming in ranges from very good to very bad.

Butter—		
Creamery prints, fresh made	0 30	0 33
Creamery prints, storage	0 28	0 30
Creamery solids, storage	0 27	0 28
Dairy prints, choice	0 23	0 26
Dairy, solids	0 21	0 25
Separator prints	0 26	0 29

EGGS.—"Like carrying coals to Newcastle," was remark to be heard on Street with regard to egg situation at beginning of week. Reason was the news that one firm had received an offer of carload of eggs from Edmonton at 21.88 cents per doz. f.o.b. Edmonton, or about 24½ cents delivered here. This is certainly a change in conditions and shows that Alberta hen is not hanging back at all about delivering the goods. This price is considered too high by some and Alberta shippers will evidently have to come down if they wish to get a hold on this market as U.S. eggs can be had for about 22½ cents delivered. Chinese eggs, it is thought, will not be had to any large extent on this market just now, as season for them is practically over, but there seems to be no doubt that having found the way here they will prevent very high prices from occurring next winter, when they are most plentiful. Russian eggs, however, are now starting and are almost certain to affect prices locally this summer, as even if they all go to U.S. markets they will cause inland dealers there to seek Ontario markets. Locally prices have taken quite a drop and strictly newlaid in cartons can be had at 25 to 27 cents, strictly newlaids at 23 to 26 and splits at 20 to 24 cents. Market is easy.

Eggs, case lots—	Per	dozen.
Strictly new laid, in cartons	0 25	0 27
Strictly new laid	0 23	0 26
Splits	0 20	0 24

CHEESE.—Market continues very firm and while easier prices are not in sight at present, there is feeling in some quarters that cheese is about at the top. They base their belief on fact that some factories will be commencing operations on first of April and if butter becomes much easier other creameries may find it to their advantage to make cheese instead of butter. Prices this week are firm and unchanged.

Cheese—		
Old, large	0 16	0 16½
Old, twins	0 16¼	0 16¼
New, large	0 15¾	0 16
New, twins	0 16	0 16¼

POULTRY.—Farmers seem to be cleaning up their stocks in preparation for summer operations and are offering more live birds now than for some time past. Stocks of all kinds, however, are small but demand keeps up well. Chickens are firm, turkeys tend to be slightly easier.

Fresh Stock—	Live.	Dressed.
Fowl	0 16	0 18
Chickens, lb.	0 18	0 22
Geese	0 14	0 16
Turkeys, spring	0 17	0 22
Turkeys, old Tom	0 15	0 17

HONEY.—Honey continues slack, probably high prices at beginning of season gave it a bad start although some say honey is always a slow seller. Prices are unchanged.

Clover, bbls., per lb.	0 08	0 08½
60, 30-lb. tins, per lb.	0 08½	0 09
10, 5-lb. tins, per lb.	0 09½	0 10
Buckwheat, bbls.	0 06½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 00	2 25

WINNIPEG.

PROVISIONS.—Price of pork is liable to go higher, especially pork shoulders. Volume of business has been light during Lenten season on account of the Poles and Galicians not eating pork during Lent. Dealers are now buying heavily for future business, and as the hog run will drop off during seeding, prices will likely go up. Lard business has been good, and prices have been exceptionally low, but will probably go up with pork. Smoked meat business has been good, and prospects are bright for Easter business. It looks as if fifty per cent. more smoked meat will be sold than last year.

Cured Meats—	
Hams, per lb.	0 19½
Shoulders, per lb.	0 12½
Bacon, per lb.	0 25½
Long clear, D.S., per lb.	0 14
Mess pork, bbl.	28 00
Lard—	
Tierces, per lb.	0 12½
50 lb. tubs	6 37
20 lb. pails	2 68
3 lb. tins, cases	8 10
5 lb. tins, cases	8 02

BUTTER.—Butter remains firm, but wholesale men expect an advance in price before the market declines, probably before the end of April. Receipts are light.

Butter—		
Creamery, Manitoba		0 29
Creamery, Townships	0 32½	0 33
Dairy	0 19	0 24
Cooking	0 15	0 16

EGGS.—Market declined 10c. a dozen during week, feeling decidedly panicky, owing to heavy receipts from the district. Much further declines are not expected. The cold spell of end of last week reduced receipts. Recent drop in price can be appreciated when it is stated that a wholesale house who were selling eggs at 27 cents a week ago, were selling at 20 yesterday. Chinese eggs are reported now to be off market, and no more are expected this year. Price has fallen too low to permit of their importation.

Eggs—		
Extra first	0 24	0 28
Checks		0 20
Extras in cartons		0 30

CHEESE.—The price has advanced 1c. a lb. during week, and indications are that it will advance further. Demand is good, dealers being pretty well cleaned up.

Cheese—	
Large	0 16½
Twins	0 17

OVERCAME BAD EGG HANDICAP.

The following shows how a United States merchant eliminated the loss caused by taking in bad eggs which were rejected by the wholesalers to whom he sent them. Eggs that might candle as good when taken in would be so old that before they got to the city they would be spoiled. To prevent this, he secured two hundred rubber stamps numbered from one to two hundred, each bearing, in addition to the number, the mark "James' Best," and he supplied each of his egg producers with one of these stamps. He entered in a book opposite each number the name of the customer. Then he told each producer that whenever an egg bearing his number proved bad a charge of five cents would be entered against him. This was not excessive in view of the trouble, express charges, and so on. But to offset any ill effect of this requirement, he paid the farmer a slightly better price. This eliminated all but the freshest eggs at once, and gave the merchant more profit, for he receives from three to five cents more per dozen for his eggs from the commission man.

LINDSAY BRANCH R. M. A. HOLD BANQUET.

The Lindsay branch of the Retail Merchants' Association held a banquet and meeting recently at which about forty merchants were present.

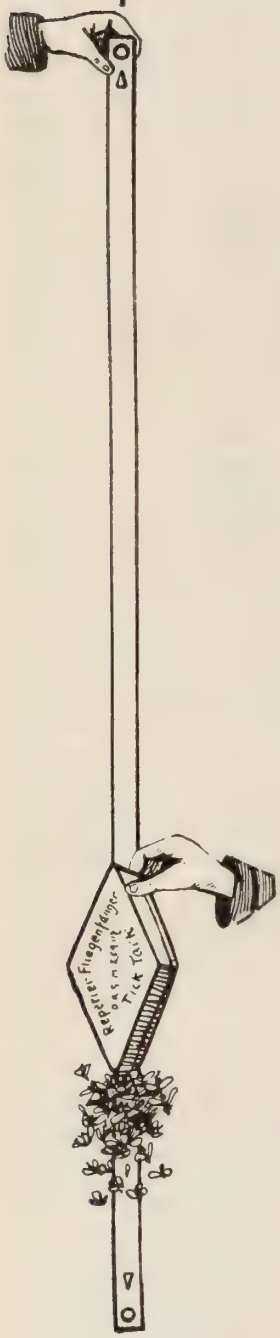
President A. L. Campbell took the chair and after the toast to the King gave an address of welcome in which he spoke of the principles for which the association stands. Mayor Beal and Thos. Brady, who spoke on the Town of Lindsay commented on conditions in the town to-day and the latter speaker gave a few reminiscences of Lindsay of earlier days.

The toast to the wholesale houses was responded to by J. D. Flavelle and J. F. Maunder, who spoke of the pleasant relations existing between local wholesalers and retailers.

N. C. Cameron, organizer of the Ontario Retail Merchants' Association, explained what the association had done and was doing for the retail merchants of Ontario. He told of a number of bills which if they had been allowed to pass unchecked through Parliament would have meant great hardship to every retailer. Among those mentioned were the Fire Marshal's Bill and the Workmen's Compensation Act. The Peddlers and Transient Traders' Act had been amended by the association's efforts, he said, so as to be more satisfactory. He advocated making a criminal offence of fake advertising and the payment of scale testing fees by the government. He also explained the collection and credit reporting system of the association.

W. W. Staples, T. A. Fisher and Felix Forbert spoke a few words of appreciation of the association's work.

"TICK-TACK" FLYCATCHER



A Real Wonder

Nothing ever offered to equal it. Get it to-day and make sure of supply.

How It Works

The diamond-shaped section is an hermetically sealed reservoir of glue. Long strip is spring steel, and can be pulled backward and forward through the reservoir, cleaning off the flies and putting fresh supply of glue on it.

Can Be Used Ten Times

Cost $2.60 per Box of 100.

Can be used so often is the most economical on market, and most durable.

Agents, Write

J. E. BEAUCHAMP & CO.

133 Coristine Building

MONTREAL

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SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25 size), 4 doz.	$ 2 25
No. 1 (25c size), 2 doz.	2 25
No. 2 (10c size), 6 doz.	0 80
No. 2 (10c size), 3 doz.	0 80
No. 3 (5c size), 4 doz.	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 25
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, $1.20 per doz.; 12-oz. tin, $1.60 per doz.; 16-oz. tin, $2.25 per doz.; 3-lb. tin, $5 per doz.; 5-lb. tin, $9.50 per doz.

BORWICK'S BAKING POWDER.

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	$1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

FOREST CITY BAKING POWDER

6-oz. tins	$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books, each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 20

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 995
Raspberry	0 69	0 95

14's and 30's per lb.
Freight allowed up to 25c per 100 lbs.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

The real home-made variety.

Furnivall's FINE FRUIT PURE JAM

Made from pure fruit and sugar only.

We here announce to the trade "Furnivall" Jams—just pure, fresh, ripe fruit and cane sugar—made under the most sanitary conditions under the supervision of a processor who has had nearly twenty years' experience in Lancashire, in England.

Remember the name "FURNIVALL" when ordering jams from your wholesaler. Remember—it means the first quality made. Send for trial order to-day.





Furnivall-New Limited

HAMILTON, ONT.

AGENTS

Montreal, J. C. Chivers; Ottawa, E. Archdeacon; Toronto, Dane-Hortop Co.; Fort William, W. F. Elliot; Winnipeg, J. A. Cheyne; Manitoba, Saskatchewan, Alberta, W. H. Escott Co., Ltd. Offices: Regina, Calgary, Edmonton.

You'll find it a pleasure to sell—

DICKESON'S TEA

"The Beverage of the Old Country"

It is making new friends everywhere, and sales are going up and up!

The superior flavor and quality of Dickeson's Tea makes it an easy seller—a quick profit-maker—a splendid repeat-getter. Introduce Dickeson's Tea to your customers and watch your tea trade grow!

Write to any of these Canadian Agents:

Toronto—Fredk. E. Robson & Co.
Hamilton—C. G. Walker & Co.
Ottawa—H. N. Bate & Sons, Ltd.
Windsor—G. Clair Bliss, Detroit, Mich.
London—R. Donaghy.
St. John, N.B.—E. T. Sturdee.
Quebec, Que.—
A. Francois Turcotte.
Winnipeg, Man.—
W. Lloyd Lock & Co.



The Original Aluminum Packet.
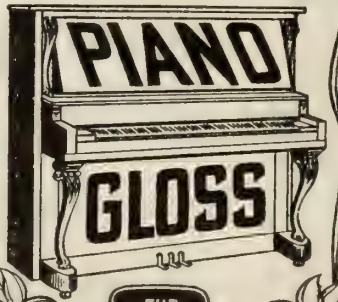


OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene

(TRADE MARK)



THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

KING OSCAR SARDINES



By Special royal permission

These zesty Norwegian Sardines hit the popular taste wherever they are introduced. Being widely advertised the dealer has little trouble in making the initial sale, and the first sale makes for more sales. The people enjoy the deliciousness.

Ask your wholesaler.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(*J. A. Henderson*)

HAMILTON, - CANADA

EVERYDAY LINES

Brooms of quality

Wrapping Paper and Twines

Boss Washers

Mop Wringers

Dustless Mops

Self-Wringing Mops

GlobeWashboards

Walter Woods & Co.

HAMILTON and WINNIPEG

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate.

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 20
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes.	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
10c tins, 3 doz. in box, dozen	0 90

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q; F M. Hannum, Ottawa, Ont.; Jos. E. Hurley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking), doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Nut milk breakfast cocoa, ¼'s and ½'s	0 36
Nut milk, No. 1 chocolate	0 30
Nut milk Navy chocolate, ½'s	0 26
Nut milk Vanilla sticks, per gr.	1 00
Nut milk Diamond chocolate, ½'s	0 24
Nut milk plain choice chocolate liquors	20 30
Nut milk sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 50
Clover Brand, each 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ½ doz.	4 75
"Reindeer" Coffee and Milk, "large," each 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each 4 doz.	5 50
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 38

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors), doz.	1 05
2 oz. (all flavors), doz.	2 00
2½ oz. (all flavors), doz.	2 30
4 oz. (all flavors), doz.	3 50

SEEDS

To-day's prices Ex-warehouse Toronto, March 27th

No. 1 Government Standard.

	Per 100 lbs.
Red Clover	$18.00
Mammoth Clover	19.00
Alsyke Clover	20.50
Alfalfa Clover (Gold)	14.50
Alfalfa Clover (Silver)	13.00
Timothy Seed	8.00

No. 2 Government Standard.

Red Clover	$17.00
Mammoth Clover	18.00
Alsyke Clover	17.00
Timothy Seed, A	6.75
Extra No. 1 for purity.	
Timothy Seed, B	6.25
No. 1 for purity.	

No. 3 Government Standard.

Red Clover	$15.50
Mammoth Clover	16.00
Alsyke Clover	15.50
Timothy Seed	5.75

Ask for samples. Phone Main 163

Geo. Keith & Sons

Seed Merchants since 1866

Toronto, Ont.

Order Fish Now

Shipments of all varieties arrive daily. Our facilities for prompt handling ensures freshness. A car of

MANITOBA White Fish

just arrived. Get our prices. We have some interesting quotations. Write, phone or wire.

LEMON BROS.

Owen Sound, Ontario

The last word in

Prime Lemons

is

"ST. NICHOLAS" BRAND

Packed by Franc Tracuzzi

AGENT

J. J. McCabe

32 Church St., TORONTO

THE NAME "FAIRBANK" MEANS SOAP SURETY

"Inside Information"



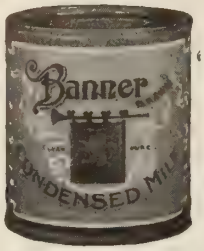
"Let the GOLD DUST TWINS do your work"

GOLD DUST has always received and is still receiving the benefit of extensive, unique and persistent advertising. Our catch phrase—"LET THE GOLD DUST TWINS DO YOUR WORK"—has been drilled into the minds of women everywhere, and it's easy for you to sell GOLD DUST because every woman knows it means a saving of work for her. Since she can depend on GOLD DUST results, you can depend on GOLD DUST sales.

"Let the Gold Dust Twins do your work."

The N. K. Fairbank Co., Limited

MONTREAL





Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case $3.60
Princess Condensed Milk, 4 doz. in case $4.50
Banner Condensed Milk, 4 doz. in case $5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George, Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

5 oz. (all flavors), doz.	4 50
8 oz. (all flavors), doz.	6 50
16 oz. (all flavors), doz.	12 00
32 oz. (all flavors), doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2-oz. bottles (retail at 50c)	4 50
4-oz. bottles (retail at 90c)	6 80
8-oz. bottles (retail at $1.50)	12 50
16-oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

EBY-BLAIN, LIMITED, TORONTO.
ANCHOR BRAND.

Ammonia Powder—"Anchor"	Per case.
5c cases, 6 doz.	$ 2 40
10 cases, 3 doz.	2 40
5 case lots, freight prepaid, Ontario points	2 25
Baking Powder—"Anchor"	Per doz.
4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5 lb. tins, cases 1 doz.	8 40
Chocolate—Unsweetened—"Anchor"	
10c cakes, boxes 2 doz.	0 90
Cocoa—"Anchor"	Per doz.
10c tins, cases 4 doz.	0 90
	Per lb.
⅛s, tins, cases 4 doz	0 36
¼s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—"Anchor"	Per lb.
1 lb. tins, whole or ground, cs., 30 lb.	0 33
2 lb. tins, whole or ground, cs., 30 lb.	0 32
Cream of Tartar—"Anchor"	Per doz.
10c pkgs., boxes 4 doz.	0 95
½ lb. pkgs., boxes 4 doz.	2 10
½ lb. screw top tins, boxes 4 doz.	2 40
1 lb. screw top tins, boxes 2 doz.	4 40
Custard Powders—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Flavoring Extracts—"Anchor"	
10c bottle	1 00
2½ oz. bottle	2 00
4 oz. bottle	3 50
8 oz. bottle	6 50
16 oz. bottle	12 00
32 oz. bottle	24 00
64 oz. bottle	48 00
Flour—Potato—"Anchor"	Per doz.
Cases 2 doz.	1 20
Icings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	0 90
Mustard, D.S.F.—"Anchor"	
5c tins, boxes 4 doz.	0 45
10c tins, boxes 4 doz.	0 90
	Per lb.
⅛s, tins, boxes 12 lbs.	0 38
¼s, tins, boxes 12 lbs.	0 37
1s, tins, boxes 12 lbs.	0 36
Rice, Special Grain—"Anchor"	Per doz.
Cases 2 and 4 dozen	0 90

	Per case
"Anchor" Brand.	
Shaker Table Salt, free running, cases 2 doz., case	1 60

"GOLD MEDAL" COFFEE.

Whole or Ground—	Per lb.
½ lb. tins, cases 30 lbs.	0 34
1 lb. tins, cases 30 lbs.	0 33
2 lb. tins, cases 30 lbs.	0 32

"GOLD MEDAL" ROLLED WHITE OATS.

	Per case
25c pkgs., cases 12 pkgs.	2 40

"KING" NAPHTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s	1 90
5c pkgs., cases 100s	3 75
10c pkgs., cases 3 doz.	2 50

"KOLONA" CEYLON TEA.

	Per lb.
30c black, green or mixed, ⅛ and 1 lb. pkgs.	0 25
40c black, green or mixed, ⅛ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
	Per doz.
"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
'Wheat-Os" Breakfast Food, cases 2 doz.	1 45
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED.
Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case	5 00

VICHY LEMONADES.

La Savoureuse Champenoise Cork, 50 qts., case	8 00
50 pts., case	5 00
La Savoureuse "Claret Crown," 100 pts., case	9 00
St. Nicholas Champenoise Corks, 50 qts., case	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3½ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	0 60½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

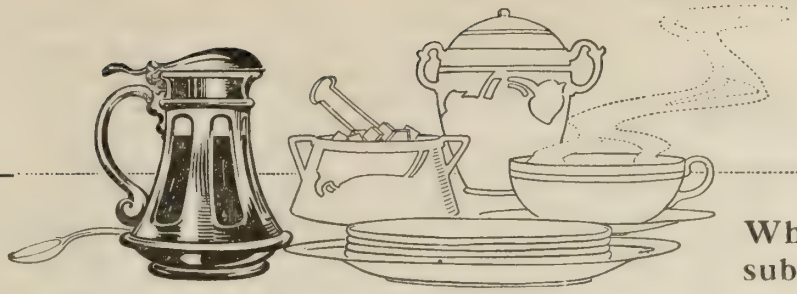
ALIMENTARY PASTES.
BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape juice, 12 qts.	4 75
Grape juice, 24 pts.	5 00
Grape juice, 36 splits	4 75
Apple juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p.	5 00
Motts Golden Russett.	
Sparkling cider, 12 qts.	4 50



When fruit is too dear substitute

——Rogers' Golden Syrup

——the pure cane sugar syrup—delicious, satisfying

This is a case where substitution brings satisfaction to everybody concerned.

Nothing under the sun can equal the full, rich flavor of Rogers' Pure Cane Syrup for use on the table with bread, hot biscuits, crackers, griddle cakes, etc. Rogers' Golden Syrup is being widely advertised throughout the West. We are co-operating with the Western Grocer to boost his sales—to help him sell Rogers' Golden Syrup and to satisfy his customers.

Guaranteed Not To Contain Corn Syrup

YOUR WHOLESALER HAS IT



The British Columbia Sugar Refining Co.

Limited

VANCOUVER, B.C.

Florida Tomatoes

1st Car for Season 1914 Has Arrived from Florida

Quality is Excellent and Price Moderate

We wish to advise the trade that we will as usual be headquarters for all Southern Fruits and Vegetables.

Orders and Enquiries Solicited

White & Co., Limited

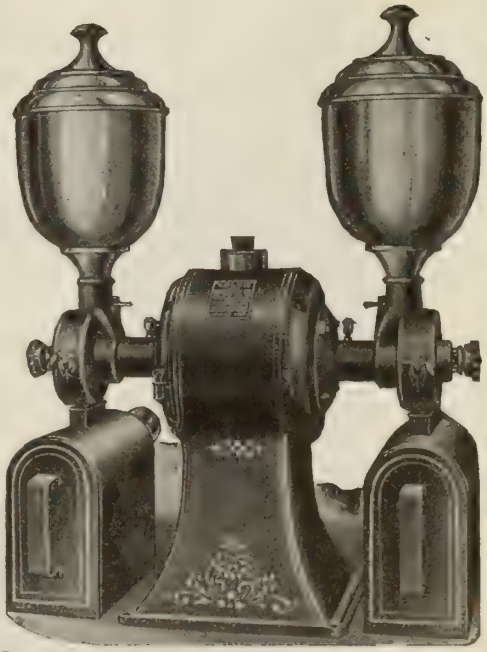
Toronto and Hamilton

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market, and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines	Kippered Herring
⅜ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

CONNORS BROS.

Limited

Black's Harbor, N.B.



Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 splits	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil."

	Per case
Sur Extra Fins, 40 Falcons, cs.	$10 09
Sur Extra Fins, 100 ½ cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens No. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½ pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s.	2 10
20s. ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & Co., Agents.

Cases, 4 doz. each, flats per case	5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.

Tierces	0 10¾
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F. O. B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 doz. case)	$1.90	$1.80
2 lb. glass (1 doz. case)	3 20	3 30
4 lb. tin (1 doz. case)	5 50	5 25
7 lb. tin (½ doz. case)	8 60	8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case	$1 60	$1 55
2 lb. glass (1 doz. case)	2 80	2 70
4 lb. tin (1 doz. case)	4 80	4 65
7 lb. tin (½ doz. case)	7 75	7 50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar.
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.

Prices for Quebec.

	1 lb. pkgs.	Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases	7	6½
Egg noodles, case 10 lbs. loose; case 60 pkgs., ½ lb. each	7½	7

Marguerite Brand.

Same assortment as above	6½	6

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose)	5½
30 lb. cases, 1 lb. pkgs.	5½

Terms, Net 30 days.

Ontario.

L' ETOILE (STAR) BRAND.

Freight Prepaid.

1 lb. pkg., 25 cases or more	.06¼
1 lb. pkg., less than 25 case lots	.06½
5 lb. box, loose, per lb.	.05½
10 lb. box, loose, per lb.	.04¾
21 lb., loose, long. per box	1.15

Terms net 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon, contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 50
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS' PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naphtha as a free premium.

Richards' Quick Naphtha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPHTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 90
Five cases or more	4 95

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS

and

BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.06
40 lbs., Boxes Canada white gloss 1 lb. pkgs.	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb... cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07½
48 lbs. silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs., Benson's satin, 1-lb. cartons, brome label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.06

The Canadian Fishing Co., Ltd.

VANCOUVER, B.C.

Producers and Shippers of

PACIFIC COAST FISH of all kinds

FRESH FISH FROZEN FISH
SMOKED FISH SALT FISH

Carload and less than carload shipments

CORRESPONDENCE SOLICITED

BANANAS

The uniform high quality of our fruit and the satisfactory condition in which it arrives at your store is the reason we are known as

Banana Specialists

We buy only the best fruit imported, and offer you

Constant Supply **Fair Prices**

PROMPT ATTENTION

Send us a standing order to-day.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

O-EAT-A Delicious Pickle

Sterling BRAND

Customers enjoy the delicious, appetizing Sterling Brand O-Eat-A Sweet Pickle—they excell in quality and are wonderful sellers.

Like in all other "Sterling Brand" products the purest and best ingredients only are used in the preparation of O-Eat-A Pickles.

Our salting stations in the best pickle-growing districts in Canada insures the select of the crop.

Spices are all tested, the quality and purity is verified before they are used for Sterling products.

It's the quality in the bottle that has boosted the rapid growth of the Sterling industry.

There are more sales for the Sterling lines in your store. Suggest them and keep them displayed.



The T. A. LYTLE CO., Limited

STERLING ROAD, TORONTO



—the result of practical experience

A Better Register for Less Money.

The inventor and patentee of the

Beverly ACCOUNT REGISTER

has had over 30 years' experience in business bookkeeping and selling short-cut methods of bookkeeping. He investigated carefully the most modern methods of account keeping, and after 5 years of perfecting and improving the new **Beverly** was the result. It meets every actual business requirement. It does the work of the large, bulky, space-consuming, high-priced registers.

This is the register that will fill your needs—get full particulars now. Free booklet gladly sent.

The Beverly Register Co.
PICTON, ONTARIO

Five mighty good reasons why you should sell "Club House" OLIVES



1. We use only the finest-flavored olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.
5. "Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co., Ltd.
London, Ontario
Western Selling Agents
MASON & HICKEY, WINNIPEG

(120-lb boxes ¼c higher.)

Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .60
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06½
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. ..... .07
Barrels, 200 lbs. ..... .06½
Kegs, 100 lbs. ..... .06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lbs... .07½
8 in case ..... .07¾
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..... .08
Kegs, extra large crystals, 100 lbs. ..... .07
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. ..... .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. ..... .07½
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. ..... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., $4.50; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.50.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz..... 0 90
Clear soups, in stone jars, 5 varieties, doz. 1 10

SODA—COW BRAND.

Case of 1-lb., ontaining 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.
CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case 2 50
5-lb. tins, 1 doz. in case 2 85
10-lb. tins, ½ doz. in case 2 75
20-lb. tins, ¼ doz. in case 2 70
Barrels, 700 lbs. 3½
Half barrels, 350 lbs. 3¾
Quarter barrels, 175 lbs. 4
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case 2 65
5-lb tins, 1 doz. in case 3 20
10-lb. tins, ½ doz. in case 3 10
20-lb. tins, ¼ doz. in case 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s, Tins, 2 doz. to case.

Quebec, per case .....$ 1 35
Ontario, per case 1 50
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70
British Columbia, per case..... 2 40

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case..... 2 60
Manitoba, per case 3 00
Saskatchewan, per case 3 20
Alberta, per case 3 30
British Columbia, per case 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. 0 90
Pint bottles, 3 doz., cases, doz.... 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 80
H. P. Pickles—
Cases of 2 doz. pints 3 25
Cases of 3 doz. ½-pints..... 2 20

STOVE POLISH.

JAMES DOME BLACK LEAD. ..

.a size, gross 2 50
6a size, gross .....$ 2 40

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 35
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan.....	3 25
Creams and White Cleanser	1 15

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6's	44
Currency, 6½s and 12s	39
Stag, 5 1-3 to lb.	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7½s	50
Pay Roll, 7s	50
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7's	30
Empire, 6s and 12s	44
Ivy, 7s	60
Starlight, 7s	50
Cut Smoking—Great West.	
Pouches, 8s	50
Regal Cube Cut, 9s	70

TEAS.

THE SALADA TEA CO.
East of Winnipeg.

	Wholesale	R'tl
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA.
In 30, 60 and 80 lb. cases.
Black, Green or Mixed.

Blue Label ⅛s	0 21
Blue Label, 1s	0 20
Orange Label, 1s	0 23
Orange Label, ½s	0 24
Brown Label 1s and ½s	0 23
Brown Label, ¼s	0 30
Green Label 1s and ½s	0 35
Red Label, ½s	0 40

E. D. Smith's JAMS

Are you prepared for the usual Spring demand? Smith was the pioneer in the Canadian Pure Jam. Smith still leads.

100% Pure

The kind like mother made.

Western Selling Agents

MASON & HICKEY

WINNIPEG

Branches : Regina Saskatoon Calgary Edmonton

EGGS

While our principal business is curing the finest Breakfast Bacon on the market, we also buy and sell eggs. If you have any at any time we will be glad to handle them for you.

F. W. FEARMAN CO., Limited

Hamilton, Ont.

Curers of "Star Brand" Bacon and Hams.

ESTABLISHED 1854.

UPTON'S 1914 ORANGE MARMALADE

now ready.

Order at once from your jobber, and if he cannot supply you,—then write us.

We have these goods in every conceivable style of package.

THE T. UPTON CO.
Limited

Hamilton, Ontario

Sales Dept. at St. Catharines.



The Growing Taste for

OLIVES

Olive sales are 100% larger today than they were 10 years ago. No doubt your trade is looking for a good olive at a reasonable price — why not supply the demand in your own community with the high-quality, moderate-priced

D. W. C.

SPANISH OLIVES

The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travelers for a trial lot.

ROWAT & CO.
Glasgow, Scotland

CANADIAN DISTRIBUTERS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. [illegible] & Co., Vancouver, B.C.

ORANGE MARMALADE.
BANNER BRAND.

	Shipping Price Doz.	Weight Lbs.
12-oz. Glass Jars, 2 doz. to case	$1.10	35
Special Tumbler, 2 doz. to case	0.95	30¼
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
	Pail	Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42½	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59½	56

Freight prepaid up to 25c per 100 lbs. on five case lots and over.

MELAGAMA TEA.

MINTO BROS., LIMITED.
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	Retail
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.
T. UPTON & CO.

Pure Fruit Jams—Raspberry and apple, strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12-oz. glass jars, 2 dozen in case, $1.00 per dozen; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 57½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Fruit Jellies—Raspberry, strawberry, black currant, red currant, and pineapple flavors, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails, 6 in crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality, 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

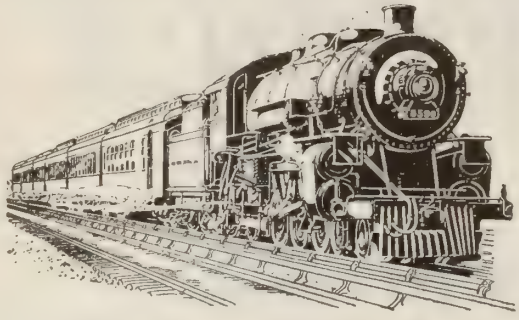
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. ..... $ 0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case 3 doz. 5c packages 1 15



Every train brings more people to this fast-growing Western country

Every day new demands show up for Eastern products, new channels for your goods. There is need for your products and the money is here for you. Why not share in the Western sales and turn your goods into Western gold?

Mr. Manufacturer, Mr. Importer, Mr. Producer, whether you are in Eastern Canada, United States or Europe, if your goods can be sold in Canada we will guarantee to sell them in the West. Our highly efficient sales force covering every inch of the Western territory and with our six immense warehouses in the leading centres we guarantee to give you a perfect service.

This is your opportunity. Write for particulars and terms. Don't delay.

NICHOLSON & BAIN,

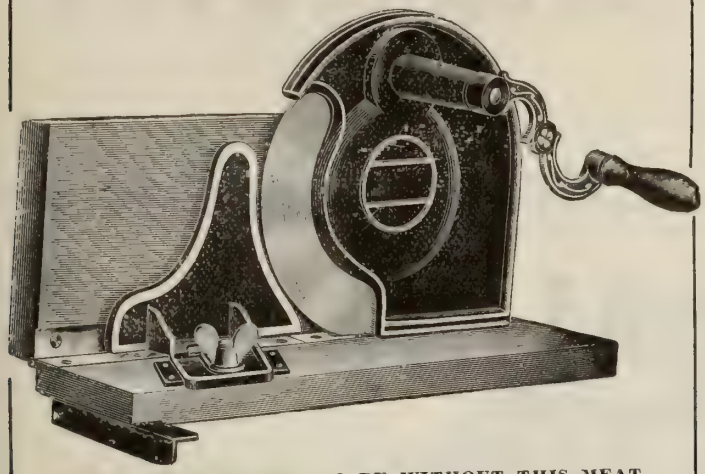
Wholesale Commission Merchants and Brokers

HEAD OFFICE: WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

THE ROTUNDA

Meat and Bread Slicer



YOU CANNOT AFFORD TO BE WITHOUT THIS MEAT AND BREAD CUTTER.

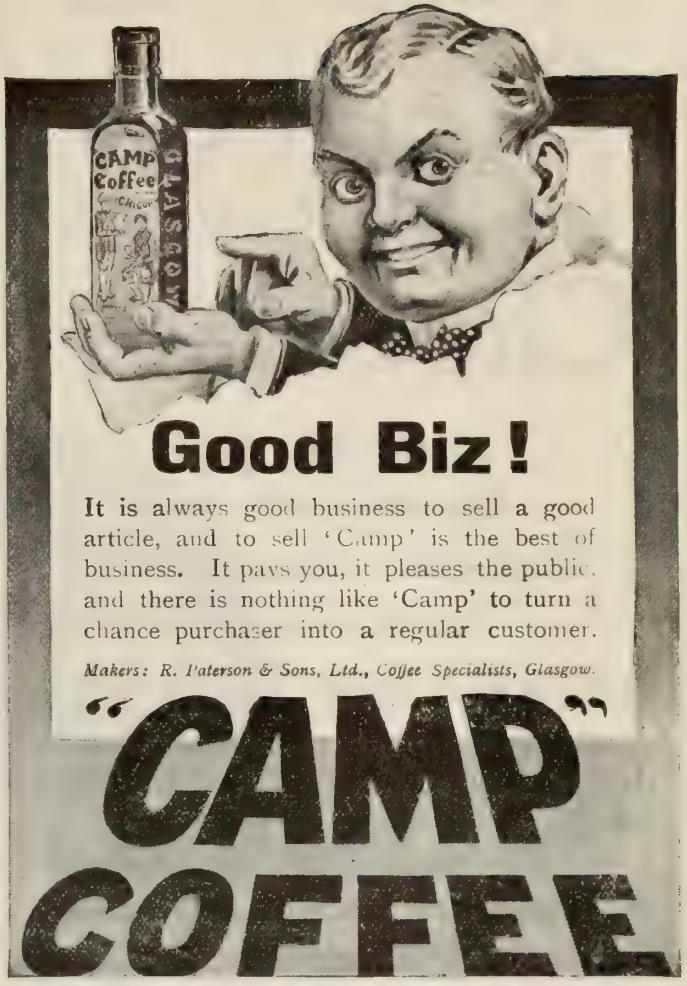
It is perfectly simple and simply perfect. There is nothing to get out of order—nothing to break or explain—it is neat and noiseless—it cuts clean and quickly—it does all it is designed to do—you can serve more customers and serve them better, besides it has advantages which similar machines do not possess. In appearance it is handsome, being finished in a deep maroon and gold.

DROP US A LINE AS TO ITS PRICE—IT IS LESS THAN IT SHOULD BE.

Fenwick, Hendry & Co.

KINGSTON, ONTARIO, CANADA

AGENTS



Good Biz!

It is always good business to sell a good article, and to sell 'Camp' is the best of business. It pays you, it pleases the public, and there is nothing like 'Camp' to turn a chance purchaser into a regular customer.

Makers: R. Paterson & Sons, Ltd., Coffee Specialists, Glasgow.

"CAMP" COFFEE

National Advertising Campaigns

for branded goods—pure food campaigns like that carried on by Dr. Wiley and "Good Housekeeping Magazine"—and the awakening interest of Canadian women in these matters—is rapidly developing a decided preference for foodstuffs in ORIGINAL PACKAGES, like

Redpath

Extra Granulated Sugar

in 2-lb. and 5-lb. Sealed Cartons and 10, 20, 50 and 100-lb. Cloth Bags.

It is good business policy to encourage this well-founded preference—to give your progressive customers what they want—and so build up a reputation for up-to-date methods.

REDPATH Package Sugar creates confidence, gives unbounded satisfaction, and saves you time and trouble.

Canada Sugar Refining Co., Limited, Montreal

Cleave's

DEVONSHIRE CREAM

Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good

ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents
FRANK DAVY & CO., 6 St. Sacrament St., Montreal

DA COSTA & CO.'S

BRAND

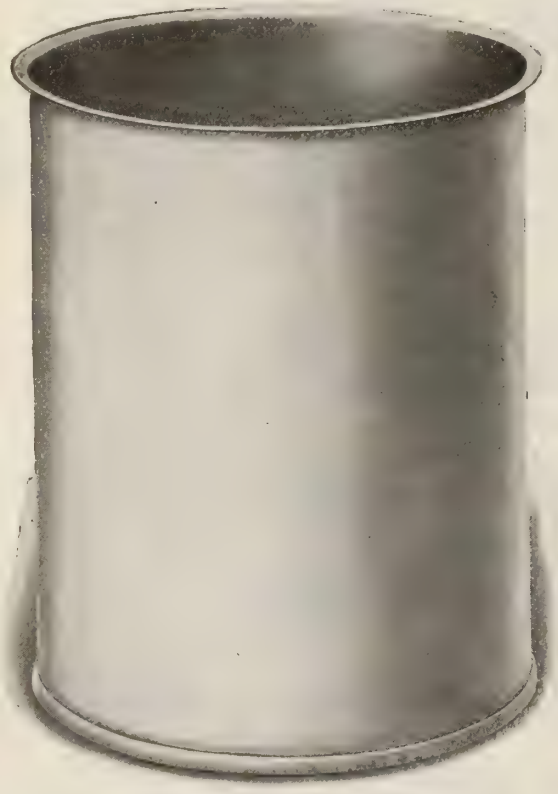
Extra Fancy Barbados

Molasses

The standard of quality.

Remember the satisfaction it has always given you.

Ask your wholesaler for DA COSTA and take no other.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



The "Nugget" Polish Company, Limited

9, 11 and 13 Davenport Road — Toronto, Ont.





Always Keeping Ahead

Our stock of Salmon is

15,000 Cases

We are still selling on last year's basis.

Every buyer will realize what an advantage it is, considering the present situation.

Hudon, Hebert & Cie., LIMITED

MONTREAL







Canadian



Canners

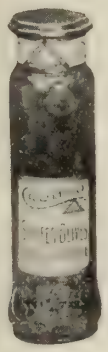


Do you use glass containers for your products? Then you know the difficulty in obtaining a perfectly satisfactory closure, one that is liquid and air-tight, that will not come off in transit and yet is easily removed by the consumer.

Anchor Caps fill all these requirements and more. By sealing on the side they obtain the largest and most nearly perfect sealing surface, and at the same time prevent the goods coming into contact with the rubber.

The sealing operation is such that no direct pressure is placed on the glass, so that, while an absolutely liquid and air-tight seal is secured, the sometimes heavy percentage of breakage found with all other mechanical seals is unknown.

Anchor Caps are now made in Canada in all sizes to suit all varieties of tumblers, jars and bottles, and may be used either with or without a vacuum. All glass companies make ware for this Cap, so you may obtain the complete package in your own market without the additional charge for duty.





Write us for particulars before placing your order for your new pack. Catalogue and price list mailed on request.

The Anchor Cap & Closure Corp. of Canada Limited

Sudbury Street, Foot of Dovercourt Road

TORONTO, Ontario



"ZIP"

We don't say it is "just as good," but that it is "better" price and size of tin considered. The quality of material used and the liberality of the management in business methods, make it

The Dandiest Hand Cleaner Procurable.

The Zip Mfg. Company, - Sutton, P. Q.

AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

The Breault-Gill Line of Prepared Mustard Picalilli and Chow Chow

This is a line especially prepared for fine table use, and as such is fast growing an enviable reputation. Your smallest order will get prompt, careful attention.

Write for prices.

Breault, Gill & Co.

622 ST. PAUL ST. MONTREAL

Agents Wanted



The Weltruff FLYCATCHER

Look at the Price. See the Quality. Good Seller.

If your wholesaler cannot supply you, write direct.

EDGAR MEYER

associated with

Hupfeld, Ludecking & Co., Montreal

Get in on this

We have for sale a limited quantity of **Lasso Brand** Tomatoes and Gallon Apples. Also some choice Tomato Pulp in barrels.

Take advantage of this special offer.

Write now!

Church Bros. & Hubbs Co.

PICTON, ONT.

Buyers' Guide

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

FRUIT PULPS

OF ALL KINDS

FRESH BITTER ORANGES and LEMONS PEELS IN BRINE.

F. KESSELL & CO. 7-8, The Approach

London Bridge, London, Eng.

HEADQUARTERS FOR

MAPLE FLAVOR

bulk only

Thomas Henderson, Manufacturing Chemist.

86 Fulton St. NEW YORK

MACKINTOSH'S TOFFEE

Made in Halifax, England

"THE TOFFEE THAT SELLS"

FINCH'S PATENT FLY TAPE

For Season 1914. Agents Wanted. Write—

Edward Kidd & Co. 1090 Hamilton St. Vancouver, B.C.

SUCHARD'S COCOA

The Highest Quality Most Reasonably Priced "Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.

Agents Montreal

Davidson-Bowles Limited

86 Wellington St. W.

TORONTO, ONT.

Represent some of the leading British Confectionery Manufacturers, and welcome inquiries for Samples and quotations from Wholesalers throughout the Dominion.

COMTE'S

Satisfaction and profits with every sale. We want more agents. Write

Augustin Comte & Co., Limited, P. O. Box 2963, MONTREAL

COFFEES

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish trade.

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

842 Cambie Street VANCOUVER, B.C.

FOR PRESERVED GOODS

SARDINE, MACKEREL, TUNNY, ANCHOVY, SPRAT

and other fishes, in oil; pickles, tomato and other sauce: GREEN PEAS, FRENCH BEANS (plainly cooked or colored green); plainly cooked mushrooms, APPLY TO LEON LE BEUVE, 22 Cours des Quais, LORIENT France), the best organized house for sale, having always stock in hand. AGENTS WANTED.

MAUREL & DUNAN

Established 1872

Specialize in BEST QUALITY OLIVE OIL

For Table use First Class Agents Required

Address NICE, FRANCE

Cables Maurel-Dunan Nice

EGG FILLERS

12-DOZ. EGG CASES

The Trent Mfg. Co., Limited

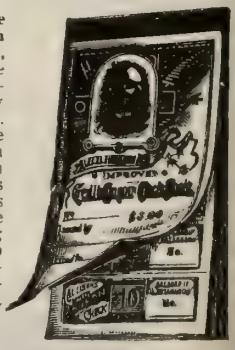
Trenton, Ontario, Canada

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

ALLISON COUPON BOOKS



Minimize the Risk of Loss on Credit Accounts, and bring in the money QUICKER—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit customers gives the same result as adding more capital to the business — and Allison Coupon Books cost almost nothing.

HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For Sale Everywhere by the Jobbing Trade. Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

Two Cents Per Word

You can talk across the continent for two cents per word with a WANT AD. in this paper.

HOLLAND RUSK

Holland Rusk is a perfect toast, ready to serve. Suggest it to your customers and thus increase your sales and profits



HOLLAND RUSK COMPANY

HOLLAND, MICH.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c per word for first insertion, 1c for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

WANTED

EXPERIENCED CLERK FOR GENERAL store; all-round man, acquainted with goods usually kept in general stores. Good salary for the right man. A. M. McCormick & Son, Pelee Island, Ont.

SITUATION WANTED

WHOLESALE AND RETAIL GROCERY — experienced young man desires situation of trust. Christian principles. Protestant. Box 42, Canadian Grocer, 143 University Avenue, Toronto. (32714)

BUSINESS FOR SALE

FOR QUICK SALE IN NEWMARKET, GOOD grocery business, dwelling in connection. Splendid ice cream and summer drink trade, good clear stock, up-to-date fixtures. $1,500 buys it. This is a lively concern. Apply, Lock Box 357, Newmarket. 4314

FOR SALE

FOR SALE—ONE NINE-DRAWER ELECTRIC National Cash Register, Cabinet Style. Regular price $675.00, sale price $350. Absolutely guaranteed. Further particulars, write Mills Hardware Co., Hamilton, Ont.

PARTNER WANTED

A CHANCE FOR GROCER OR CLERK—A Toronto grocer who has good business (turnover $2,000 a month), wishes to extend and take in a partner. Has good central stand in view Cash or equivalent in stock required, about $2,000. This is a good chance for a man who could bring some trade with him. Box 43, Canadian Grocer.

ONION SETTS

We have choice yellow setts to offer, our own growing, hard and dry, nothing soft or sprouty. Write for price, order early, quality guaranteed.

JOHN RATHWELL, GARDENER

HENSALL - - ONTARIO

Maple Sugar Season Now On

Write us. We handle only guaranteed pure stock.

WOODMAN & McKEE

Coaticook, Quebec

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are **Absolutely Pure** — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Taylor's Prepared Mustard

The choicest mustard seeds only are used, and seeing that it has been on the market for over one hundred years, the quality is a foregone conclusion.

British Made.

F. P. Taylor, 14 Place Royale, Montreal

Richard's Pure Soap is the weapon

with which most housewives make their annual housecleaning charge. **Richard's Pure Soap** easily wins the battle with dirt. Just one round is needed and dirt disappears.

Dealers should prepare for the early Spring demand of this high quality soap. It sells at the popular price and allows you 26½% profit.

Ask your wholesaler for **Richard's Soaps.**





TANGLEFOOT

The Sanitary Fly Destroyer—Non-Poisonous

Gets **50,000,000,000** flies a year—vastly more than all other means combined. Poisons are dangerous.

GRAY'S DELIVERY WAGONS



Our Wagons Deliver the Goods

WRITE TO US FOR ANYTHING IN

Vehicles & Delivery Wagons

WILL SEND CATALOGUE ON REQUEST SHOWING THIRTY STYLES FOR MILK AND DAIRY, BAKERS, GROCERS LAUNDRY, BUTCHERS, HARDWARE, PARCEL POST BUSINESS WAGONS GENERALLY

The Wm. Gray-Sons-Campbell, Ltd. Chatham, Ont., Canada.

You can talk across the continent for two cents per word with a Want Ad. in this paper.

Cane

is King in the woodenware world

Cane washboards, Diamond King, Western King, Globe, Beaver, etc., as well as other Cane lines of woodenware are in the quality Kingdom. They are made of carefully selected materials and the workmanship is of the very highest order. The customer always gets full satisfaction—and you realize a good profit.

Always keep a good supply of **Cane's** on hand. The quality keeps them selling.

Order from your Jobber.

The Wm. Cane & Sons Co.
Limited
Newmarket, Ont.





T&N

A Satisfactory Balance Sheet

results from the use of

T. & N. CELLULAR BOARD BOXES

in your Shipping Department

"Ah! This looks better, a saving in our shipping department of $8,382 over last year—$780, the salary of one assistant shipping clerk dispensed with, $3,840 saving in the initial cost of boxes, $1,972 saving on freight charges, $1,790 saving on rental of storage space for boxes. This is a good showing and all from one department."

A little scene of this kind is being enacted in every business that adopts the T. & N. Corrugated Boxes for shipping purposes.

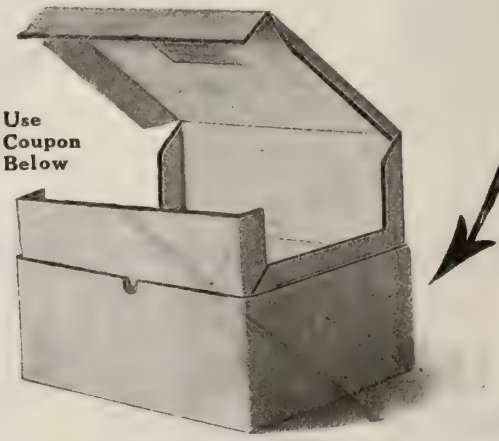
They are used and received by thousands of satisfied consignors and consignees all over the country, may be shipped by freight or express—A box for every need.

A note to the Grocer:

The T. & N. Corrugated box will save you considerably when you pay your freight bills.

Ask your wholesaler or the manufacturer to ship your next order in T. & N. Corrugated Boxes.

The Thompson & Norris Co. of Canada, Limited
NIAGARA FALLS, ONTARIO
Brooklyn, N.Y.; Boston, Mass.; Brookville, Ind.; London, England; Julich, Germany.



Use Coupon Below

The Thompson & Norris Co. of Canada, Limited, Niagara Falls, Can.

Send Full Particulars CG.

Name .....

Address .....

INDEX TO ADVERTISERS

A

Allison Coupon Co. 64
Anglo-B.C. Packing Co., Ltd. 9
Anchor Cap & Closure Corp. 63
Armsby Co., J. K., Front Cover

B

Baker & Co., Walter 65
Barr Register 22
Balfour-Smye & Co. 12
Beard, M. D. 14
Beauchamp, Claude 15
Beauvais, Lalonde 64
Benedict, F. L. 64
Benger & Co. 10
Bertrand & Cie 22
Beverley Register 56
Bickle, J. W., & Greening... 50
Bowser & Co. 9
Borden Milk Co. 3
Beauchamp & Co. 48
British Columbia Refg. Co. 53
Breault, Gill & Co. 63
Brown & Polson 13

C

Campbell Brokerage Co. 14
Campbell Bros. & Wilson, Ltd Inside Front Cover
Canadian Shredded Wheat Co. 4
Canada Starch Co. 26
Canada Sugar Co. 59
Canadian Fishing Co., Ltd. 55
Carr & Co. 24
Church & Co. 63
Cleave & Co. 60
Clark, Ltd. W. 11
Coles Mfg. Co. 53
Commercial Collection Co. .. 14
Comte's Coffee 64
Connors Bros. 54
Cane & Co. 66
Cornish, E. O. 14
Cowan Co. .. Inside Back Cover
Crescent Mfg. Co. 13

D

Da Costa Co. 60
Davidson-Bowles 64
Dickeson & Co., R. 49
Dominion Canners, Ltd. ... 5
Dominion Register Co. 10

E

Eby-Blain Limited 23
Emerson, Bamford & Co. ... 64
Escott & Co., W. H. 14
Eureka Refrigerator Co. ... 24

F

Fardon's Vinegar 24
Fairbanks Co., N. K. 51
Fearman, F. W., Co. 57
Fenwick, Hendry & Co. 59
Forbes & Nadeau 17
Furuya & Nishimura 4
Furnival-New Limited 49

G

Glassco, Limited 21
Gorman, Eckert & Co. 56
Gray-Sons-Campbell 65
Grocers' Eng. & Whitmee Ltd. 17
Guggenheim & Co. 22

H

Hall Mfg. Co. 13
Hamblin, Brereton Co. 14
Henderson, Thomas 64
Heinz Co. 17
Hillock & Co., John 7
Hodgson, Sumner & Co. ... 25
Holland Rusk Co. 64
H. P. Sauce 17
Hudon, Hebert & Co. 62

I

Imperial Extract Co. 8
Irish Grocer 64
International Specialty Co. .. 49

K

Keith & Sons 51
Kessel Co., F. 64
Kidd & Co. 64
Kilgour Bros. 4
Knox Company 13

L

Lake of the Woods Milling Co. .....Back Cover
Lambe & Co., W. G. A. 14
Laporte, Martin, Limited ... 67
Leadlay, Ltd. 14
Leeuw, Henri de 14
Leitch Bros. Flour Mills Ltd. 10
Lemon Bros. 51
Lindners, Limited 7
Lyttle & Co. 55

M

McLaren, W. D. 23
MacNab, T. A., & Co. 15
McCabe, J. J. 51
McGregor, O. P. 4
McVittie & Price 16
Magor, Son & Co. 26
Malcolm & Son, Jno. 52
Maple Tree Producers 15
Mason & Hickey 57
Mathieu & Co., J. L. 15
Meyer, Edgar 63
Millman, W. H., & Sons 14
Minto Bros. 21
Morrow & Co. 14
Mott, John P., & Co. 52
Maurel & Dunham 64

N

Nelson & Co. 12
Nicholson & Bain 58
Nugget Polish Co. 61

O

Oakey & Sons, John 15
Oriental Produce 17
Oscar Onken Co. 19

P

Paterson & Sons, R. 59
Patrick & Co., W. G. 14
Paine & Co. 23
Penhock, H. P., Co., Ltd. .. 14
Perrin & Co., Ltd., D. S. ... 2

R

Rathwell, J. 65
Reckitts (Over Sea) Ltd. .. 6
Rennie, Wm. 4
Richards Soap Co. 65
Rock City Tobacco Co. 16
Rowatt & Co. 58
Ruttan, Alderson & Lound .. 4

S

St. Lawrence Sugar Refining Co. 7
Salada 25
Sanitary Can Co. 60
Smith & Schipper 64
Smith & Son, E. D. 3
Smith & Proctor 12
Snap Co. 16
Spurgeon, H. G. 14
Stanway & Co. 14
Stuhr, C. F. 15

T

Tanglefoot 65
Tarbox Bros. 4
Taylor's Mustard 65
Telfer Bros. 20
Thum Co., O. & W. 65
Tippet, Arthur P., & Co. ... 1
Toronto Salt Works 64
Trent Mfg. Co. 64
Tucketts, Limited 6
Thompson & Norris 66

U

Upton Co., The T. 57

W

Wagstaffe, Ltd. 68
Walker Bin & Store Fixture Co. 8
Walker, Hugh & Son 55
Warren, G. C. 14
Watson & Truesdale 14
Wellington Mills 15
Wethey, J. H., & Co. 57
White & Co. 53
White Swan Co. 18
Wiley, F. H. 14
Woodman & McKee 65
Woods & Co., Walter 50
Woodruff & Edwards 16

Z

Zip 63

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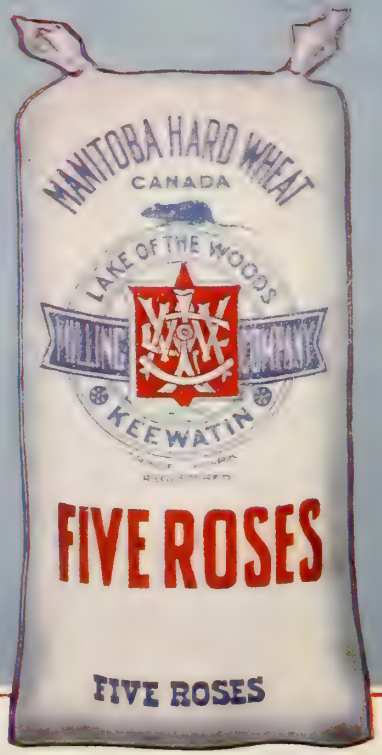
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